JOU...

The

# CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

OCTOBER 4 1958


# Haliborange TABLETS

**ADVERTISING WILL SELL**




**REMEMBER ONLY SIX MORE DAYS**
remain for you to take advantage of these exceptional **BONUS TERMS**

| | | | |
|---|---|---|---|
| BONUS PARCEL A | 12 doz. bottles of 25 **BONUS** | 24 bottles of 25 (i.e. 2 free bottles in each dozen) | OUTLAY £15.0.0 **PROFIT £12.0.0** |
| BONUS PARCEL B | 8 doz. bottles of 25, 1 doz bottles of 100 **BONUS** | 16 bottles of 25, 2 bottles of 100 (i.e. 2 free bottles in each dozen) | OUTLAY £13.16.8 **PROFIT £11.1.4** |
| BONUS PARCEL C | 4 doz. bottles of 25, 2 doz. bottles of 100 **BONUS** | 8 bottles of 25, 4 bottles of 100 (i.e. 2 free bottles in each dozen) | OUTLAY £12.13.4 **PROFIT £10.2.8** |
| BONUS PARCEL D | 3 doz. bottles of 100 **BONUS** | 6 bottles of 100 (i.e. 2 free bottles in each dozen) | OUTLAY £11.10.0 **PROFIT £9.4.0** |

**IMPORTANT** Any number of Bonus Parcels can be ordered
**THIS OFFER ENDS OCTOBER 11th**

ALLEN & HANBURYS LTD LONDON



## FASTER...FASTER...HIGHER...HIGHER

The benefits of broad-spectrum antibiotic therapy reach a new high peak with ACHROMYCIN V buffered tetracycline. The rapid absorption rate of this latest form of ACHROMYCIN tetracycline yields still higher blood levels... still faster broad-spectrum action... thereby achieving even more decisive control of infections. So, for the greatest possible benefits of broad-spectrum antibiotic therapy, the prescription is ACHROMYCIN V.

# ACHROMYCIN* V

BUFFERED TETRACYCLINE

*REGD TRADEMARK

CYANAMID

*CAPSULES 250 mg. Bottles of 16, 100 and 1000*
*PEDIATRIC DROPS AQUEOUS 100 mg./cc. 1 Gm. in 10 cc. Plastic bottle*
*SYRUP 125 mg./5 cc. Bottles of 2 and 16 fl. oz.*

Lederle

**LEDERLE LABORATORIES DIVISION**
*Cyanamid OF GREAT BRITAIN LTD., London, W.C.2*




# 'Triominic'

WANDER

## the NEW CONCEPT for relief of the common cold *orally*

THIS effective treatment for the relief of common cold symptoms will be in constant demand—on script only (Schedule 4)—from now onwards for these reasons:—

'TRIOMINIC' is therapeutically sound: it comprises effective decongestant and anti-allergic drugs.

'TRIOMINIC' taken *by mouth* thrice daily in "timed-release" tablet form provides around-the-clock relief from running nose and postnasal drip.

'TRIOMINIC' has already evoked an exceptional success in the U.S.A. for the Associate Companies of A. Wander Ltd.

Formula per "timed-release" tablet:

| | |
|---|---|
| Phenylpropanolamine-HCl | 50 mg. |
| Mepyramine maleate B.P. | 25 mg. |
| Pheniramine maleate | 25 mg. |

**S.4**

**Packs:** Dispensing bottles of 50 and 250 tablets.
**Price** per dozen including Purchase Tax: 50's 132/2d.; 250's 567/8d.

**Also available:** 'Triominic' Syrup, for children and those adults who prefer a liquid medication, in bottles of 2 fl. oz. and 20 fl. oz. (dispensing). Price per dozen including Purchase Tax: 2 fl. oz. 39/-; 20 fl. oz. 221/-.

'TRIOMINIC' will be advertised throughout the common cold "season" in the usual medical journals. In support of this advertising, nation-wide visits by medical representatives, follow-up mailings and generous sampling *have begun.*

**TO MEET THE ANTICIPATED DEMANDS, BE SURE TO ORDER YOUR FIRST STOCK NOW!**

*Literature on request from the Medical Department*

A. WANDER LIMITED, 42 UPPER GROSVENOR STREET, LONDON W.1. T 63 A

# More and more women are reading this TRESS advertising...

in the big circulation papers reaching **80% of women over 16**

## Hair styles come so easily when you set with TRESS

*...because Tress makes your hair follow your fingers*

SPRINKLED ON YOUR HAIR after your usual shampoo, fragrantly perfumed TRESS immediately makes your hair so easy to manage that a new cleverness seems to come into your fingers. Perfect pin curls and flattering waves come with astonishing ease just how and where you want them.

Only TRESS will work these near miracles because only TRESS contains the wonderful new hair-nutrients discovered in the Laboratories of L'Oreal · Paris. It's these which give your hair its completely new, pliant, shining beauty, new vitality, a new readiness to follow your fingers.



*This lovely hairstyle was created by Pierre Lebreuilly, of Paris, who always uses TRESS in his Salon.

Never just set your hair with water. It will eventually make it harsh and dry. Set with TRESS and your hair will become and remain in beautiful condition.

Your hair will look twice as lovely, twice as shining, and your style will stay in place, manageable and shapely, for twice the usual time.




**TRESS** sets, curls and conditions your hair

Makes your set look twice as lovely for twice as long

*A creation of L'OREAL · PARIS*
*The World's Greatest Makers of Hair Beauty Products*

**YOUNG women**
**HAIR CONSCIOUS women**
**WOMEN with money to spend**

} will all want to buy from you




TRADE TERMS

**Small Size** Price 8/10 per dozen bottles plus 60% tax selling at 1/6½ per bottle.
**Large Size** Price 14/6 per dozen bottles plus 60% tax selling at 2/6½ per bottle.

a creation of
L'OREAL · PARIS

*From your usual wholesaler or from:* GOLDEN LIMITED, 7 Grosvenor Street, London, W.1. Hyde Park 1671

*Republic of Ireland enquiries to:* Lilmar, Pharmaceuticals Ltd., Santry, Dublin.

# The ACME VACUUM FLASK Co. Ltd.

**PHŒNIX WORKS, BRIDGEND, GLAMORGAN**

# *Important Announcement*

The Antiference Group wishes to state that consequent upon its acquisition of the Acme Vacuum Flask Co. Limited, measures have been taken to improve considerably upon production, and at the same time new and better marketing arrangements are being introduced.

In accordance with the new Sales Policy we shall market our products at fixed retail prices and distribution will be through accredited wholesalers.

New models are being introduced and with the extensive resources now available, speedy delivery and continuity of supplies are assured.

**NOTE!** ***Details of the new 'RIPPLE' and 'TARTAN' de Luxe models will shortly be released.***

***For advance information write to—***

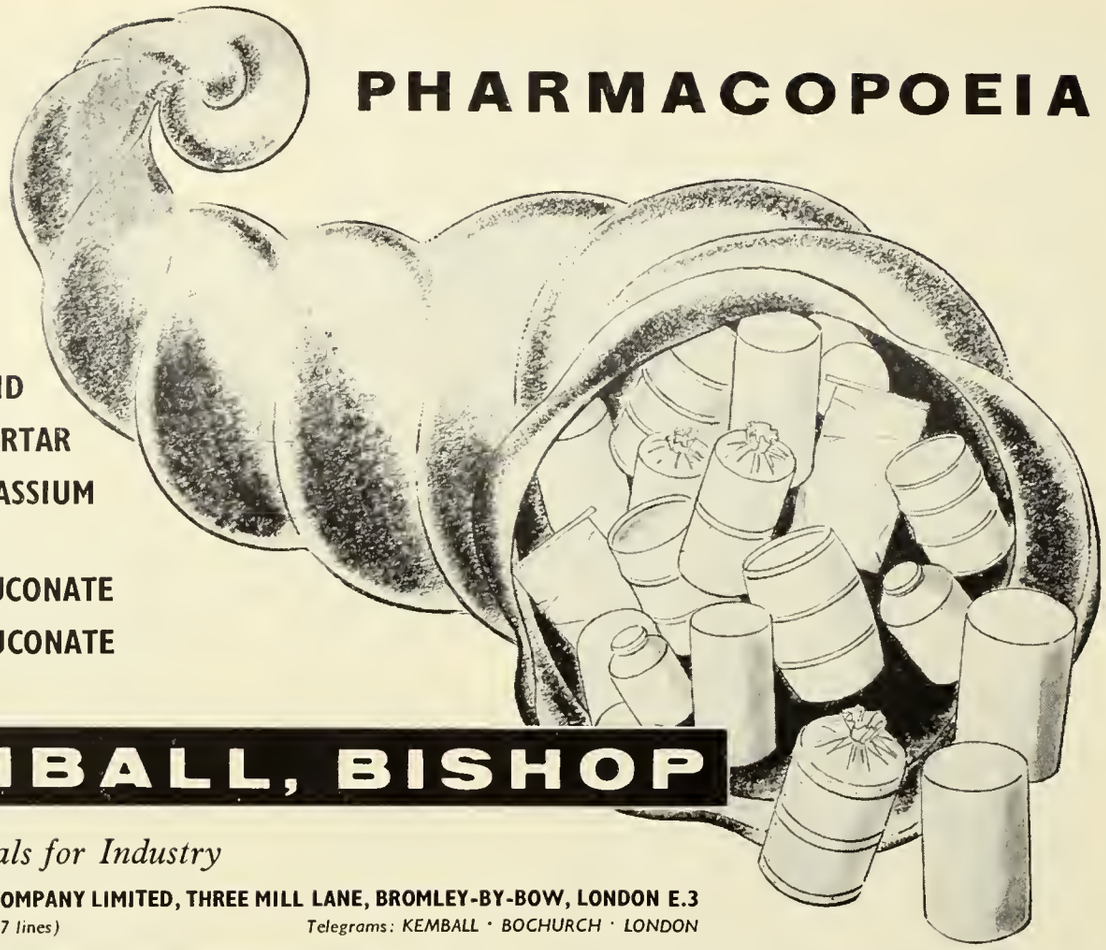
# The ACME VACUUM FLASK Co. Ltd.

**Sales Executive Office**

**BICESTER ROAD, AYLESBURY, BUCKS.**

Tel: Aylesbury 2511 (6 lines)

# PHARMACOPOEIA



CITRIC ACID
TARTARIC ACID
CREAM OF TARTAR
SODIUM POTASSIUM TARTRATE
CALCIUM GLUCONATE
FERROUS GLUCONATE

**KEMBALL, BISHOP**

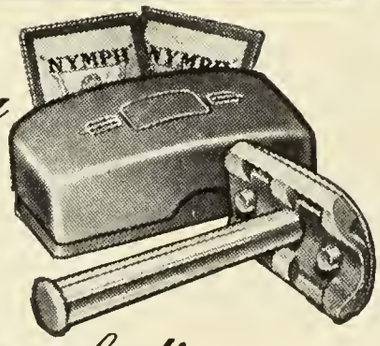
*Chemicals for Industry*

**KEMBALL, BISHOP & COMPANY LIMITED, THREE MILL LANE, BROMLEY-BY-BOW, LONDON E.3**
*Telephone: ADVance 1234 (7 lines)* *Telegrams: KEMBALL · BOCHURCH · LONDON*

---

**A Gift a Woman gives Herself...**

*counter display ensures quick sales*




**Nymph** *ladies' safety razor*

Backed by national advertising




Every woman is a possible buyer of this dainty toilet accessory. Reasonably priced at 3/7½ to ensure spontaneous purchase!
Complete in moulded case with 2 blades, in PINK, BLUE, GREEN. "Nymph" Blades in cartons of 6 blades, 1/6.
*Obtainable from your usual wholesaler.*

A PRECISION-MADE SOUPLEX PRODUCT

**SOUPLEX LTD., MORECAMBE, LANCS.**

---

TRADE **'VERLOG'** MARK

**SURGICAL ELASTIC HOSIERY**
Belts, Trusses, Suspensory Bandages, etc.
**ATHLETIC SUPPORTS**
Knee Caps, Anklets, Jockstraps
**THOS. GLOVER & SON, LTD., CARLTON, NOTTINGHAM**
Tel.: 58227 (2 lines). 'Grams: Verlog, Nottingham

---

**BURROUGH'S**
**ABSOLUTE ALCOHOL**
**JAMES BURROUGH LTD. 1 CALE DISTILLERY LONDON S.E.11**

---

LABORATORY NATIVELLE LTD, *presents:*

**NATISEDINE**

**A new GENERAL SEDATIVE with elective cardiac action**

Each tablet contains:
Phenylethylbarbiturate of Quinidine: 0. 10 gm.
**A new, crystalline salt of high purity, stable and with definite physical characteristics.**

**Bottle of 20** ... ... ... ... ... ... **Retail price 10/3**
Bottles of 100 (Dispensing Packs)

**LABORATORY NATIVELLE LTD**
**74 White Lion Street, London, N.1**

*Other lines: DIGITALINE NATIVELLE — OUABAINE ARNAUD IODHEMA—NATIROSE*

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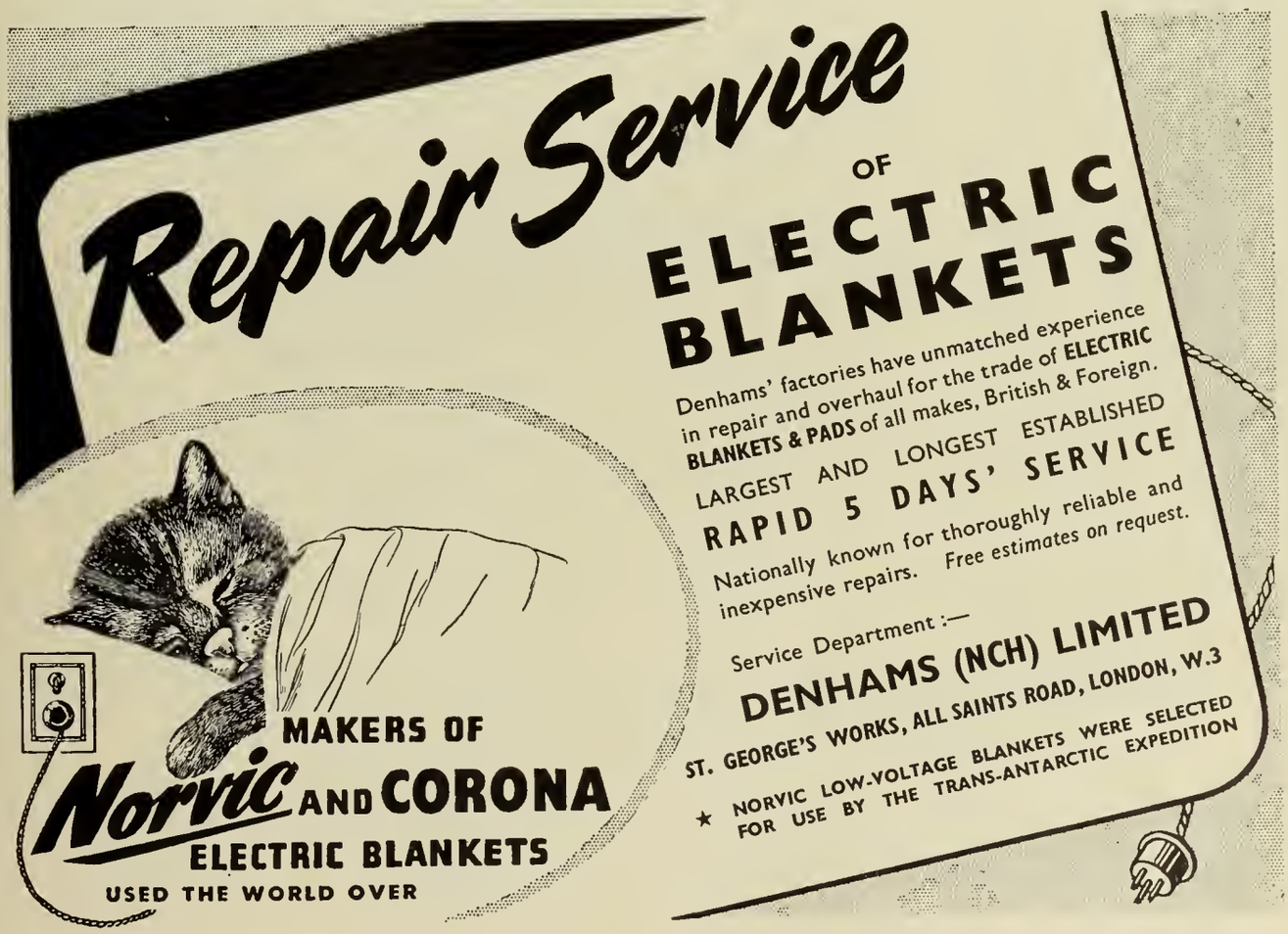
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*Prepared for use in the treatment of painful*

**OTITIS MEDIA and OTITIS EXTERNA**

# TYMPALGIN

## Ear Drops

***relieve pain — reduce congestion — combat infection***

| | Retail | Trade |
|---|---|---|
| Supplied in bottles, with droppers, of ¼ fl. oz. | 2/9d | 2/1d |
| and in bottles, with droppers, of ½ fl. oz. | 4/– | 3/– |

**ALL NATIONAL HEALTH SERVICE DOCTORS ARE BEING ADVISED OF THIS *NEW* PRODUCT DURING THE COMING MONTHS**

SILTEN LIMITED · SILTEN HOUSE · HATFIELD · HERTS

TELEPHONE: HATFIELD 3012




# Seen in millions of homes
# –asked for by thousands of people

***NATION-WIDE T.V. CAMPAIGN***

It has been proved that demonstrating this type of product is the best way of selling it — so that's just what we've done. On all Commercial T.V. Networks — London, the Midlands, the North, Wales & West, Southern and Scotland — the Philips Electrically Heated Blanket is playing a star part, before a big audience — now! The result? Sales and plenty of them! Be sure to get your share.

Yes, that's the new Philips Electrically Heated Blanket, the blanket that's made from 100% pure wool, has 3-heat temperature control, and offers the exceptional safety and dependability always associated with Philips.

Then there is the advantage for *you* of a large scale advertising campaign, using network Commercial T.V., Display Material and Press Advertising. At 7 gns. (including P.T.) for the single size and 11 gns. (including P.T.) for the double, the Philips Electrically Heated Blanket is a best-seller — with a specially designed pack for immediate store display.

# PHILIPS *electrically heated* Blankets

***ALL-WOOL WARMTH—ALL-WOOL SAFETY***

Serial No. ★ 2535 BRITISH GOOD HOUSEKEEPING INSTITUTE GUARANTEES REFUND OF MONEY OR REPLACEMENT IF NOT IN CONFORMITY WITH THE INSTITUTE'S STANDARDS

B.S. 2612
Lic. No. 2659
These blankets conform to all the requirements of the British Standards Institution.

**PHILIPS ELECTRICAL LTD.**
*Century House · Shaftesbury Avenue · London · W.C.2*
(PB3091)




COX

THE WORLD-WIDE SERVICE

**From Formula to Consumer Package**

**ARTHUR H. COX & CO. LTD., BRIGHTON, ENGLAND**



*He's taken care of tomorrow-today!*

As a doctor he is constantly reminded of the risks we all take in life. That is why he has just fixed up a policy with Confederation Life. Combining Life, Accident and Disability cover, this unique plan provides protection for his young wife and the son for whom they have such ambitious plans. May we send *you* details of the benefits, safeguards and costs of Confederation Life policies for the young professional man ? After all, accidents *will* happen.



*Write now to:*

**Confederation Life**
ASSOCIATION

*(Incorporated in Canada in 1871 as a Limited Company)*
*Assets over £128,000,000.*

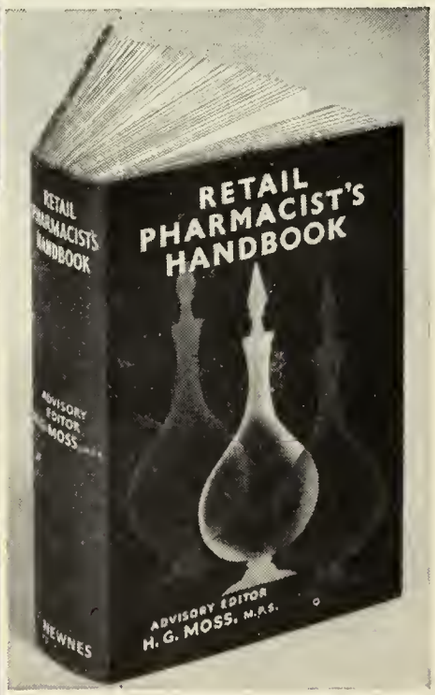
J. H. B. Clover, Manager for the United Kingdom,
CONFEDERATION LIFE ASSOCIATION, 18 Park Lane, London, W.1

Please send, without obligation, details of your Combined LIFE-ACCIDENT-DISABILITY Plan.

Name

Address

CD.2 Date of Birth




THE NEW REFERENCE BOOK WHICH EVERY CHEMIST WILL EAGERLY WELCOME

—

PLANNED FOR PROPRIETOR PHARMACISTS AND PROGRESSIVE MANAGERS

—

480 PAGES

—

32 PLATES

—

62-PAGE LIST OF SYNONYMS TRADE NAMES AND APPROVED NAMES

—

A FIRST-CLASS BUSINESS INVESTMENT

—

To : **JAMES THIN** (BOOKSELLER) **53—59 SOUTH BRIDGE, EDINBURGH**

Send me on ten days' approval "The Retail Pharmacist's Handbook." I will return in ten days or send 47s. in settlement.

NAME .....

ADDRESS .....

.....

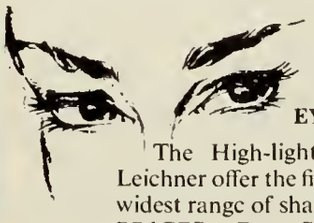
# Special Advertising for London and District

## for LEICHNER

## KAMERA KLEAR BASE and EYE MAKE-UP




**KAMERA KLEAR BASE** is the most efficient, the most attractive—and the most natural looking make-up foundation.
In four adorable shades in jars 8/1d. and 5/1d. each.



**LEICHNER EYE MAKE-UP**

The High-light of Fashion . . . Leichner offer the finest materials and widest range of shades AT MODEST PRICES. Eyes Shadow, Eyebrow Pencils, Liquid Cream, Mascara.

**The first of a series of regional campaigns—this one for Greater London will run from October, through November and early December with SOLUS POSITION DISPLAY ADVERTISEMENTS in the**

## EVENING STANDARD

***NEARLY 1,000,000 WOMEN will see each announcement***

This forceful campaign carries the Leichner message direct to the women who are interested in good cosmetics. Please be ready with sufficient stocks NOW to meet their demand. Write or telephone for prices and place your order. Completely new and attractive Point-of-Sale Show material now available

**THANKS**

to the

**"CHEMIST & DRUGGIST" for the editorial note on the new LEICHNER ANTI-ACNE PRODUCTS (cream, lotion and facial pack) and to chemists, everywhere, for their response to it.**

Such is the Leichner reputation for quality, many orders have been received and repeat orders for increasing quantities are coming in.

**PLEASE**

*let us have your further orders early. All reports confirm that the Leichner ANTI-ACNE products have achieved firm customer-acceptance.*




LEICHNER FINE COSMETICS

*All orders and correspondence to:*
L. LEICHNER (LONDON) LTD., LEICHNER HOUSE, 32 ACRE LANE, LONDON, S.W.2. BRIxton 1166-7

B

PHA999

# SOUND FOUNDATIONS

*Make M&B chemicals the basis of your pharmaceutical manufactures. Our long experience, extending over a century, in the manufacture, handling, and use of fine chemicals supports our claim that our products are entirely suitable in every respect for your purposes.*

✻

*For the manufacture of* ***TABLETS***

ACETARSOL · AMINOPHYLLINE · BARBITURATES · BISMUTH SALTS BROMIDES · CAFFEINE ALKALOID AND PREPARATIONS · CALOMEL CARBARSONE · CODEINE PHOSPHATE AND OTHER OPIATES DEXAMPHETAMINE SULPHATE · THEOBROMINE ALKALOID AND PREPARATIONS

✻

*For the manufacture of* ***PREPARATIONS FOR INJECTION***

AMINOPHYLLINE · AMPHETAMINE SULPHATE · BARBITURATES · BISMUTH OXYCHLORIDE · BISMUTH SALICYLATE · CAFFEINE AND SODIUM BENZOATE · COCAINE SALTS · MERSALYL · METHYLAMPHETAMINE HYDROCHLORIDE · OPIATES

*We shall be pleased to receive enquiries for these and any other M&B brand pharmaceutical chemicals.*



MANUFACTURED BY MAY & BAKER LTD


M&B
for fine
pharmaceuticals
DAGENHAM · Tel: DOMinion 3060 · EXT. 317



# interested in AEROSOLS?

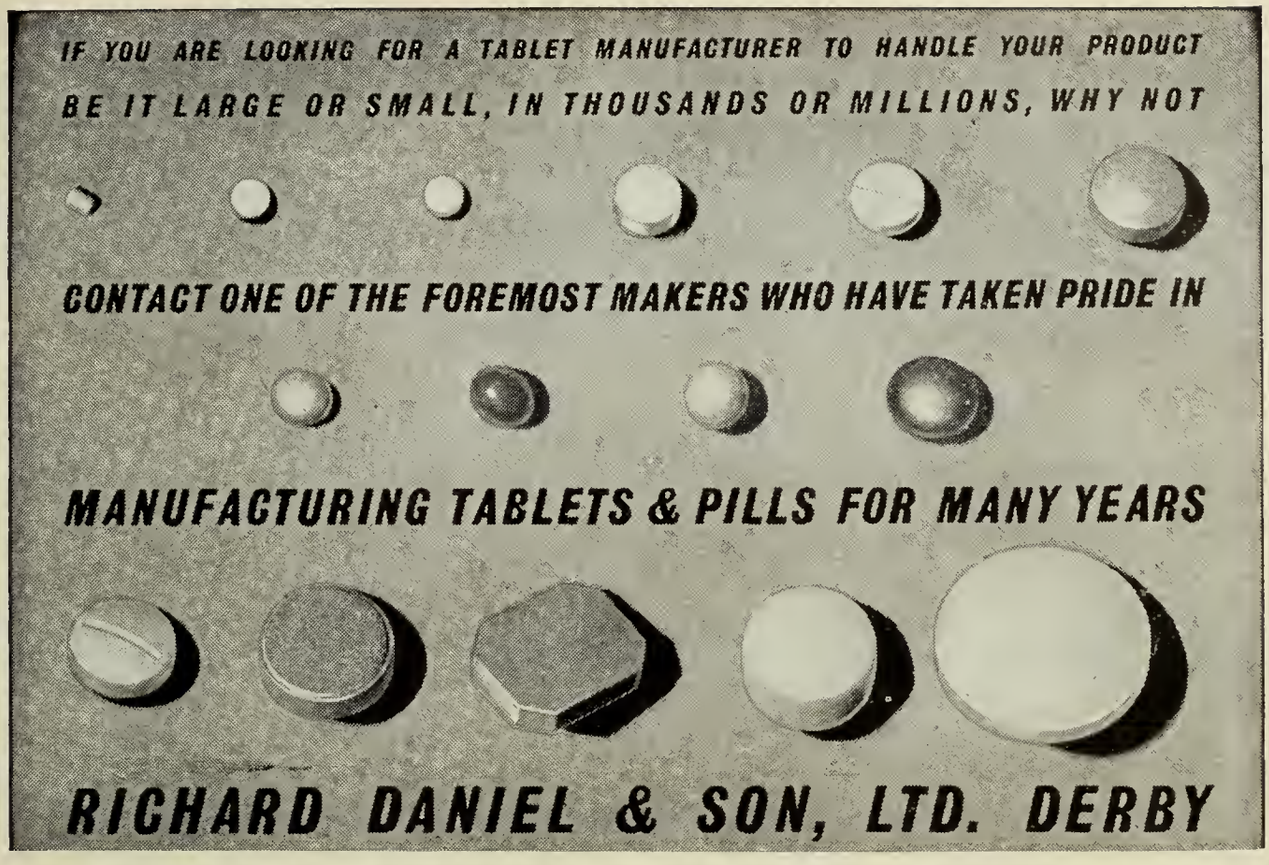
More and more manufacturers are finding good business in **AEROSOL** products. Whether the product is for toilet, domestic or veterinary use, presentation of an **AEROSOL** packing helps to increase the sales appeal. Manufacturers in many fields have long relied on Ransoms to produce their **AEROSOL** formulations. Ransoms have precisely the experience and materials that make for success in **AEROSOL** products. So whenever you're in the market for **AEROSOLS,** ask Ransoms for a competitive quotation.*

* Ransoms supply high quality AEROSOL formulations for manufacturers to fill into their own containers.

ESTABLISHED 1846

**WILLIAM RANSOM & SON LTD.**

**HITCHIN HERTFORDSHIRE · ENGLAND**




*Write us at Mansfield Road or ring Derby 40671 (Ten lines)*

# furadantin

REGD.

'FURADANTIN' continues to be heavily publicised to the medical profession and you will be receiving an increasing number of prescriptions for this chemically unique urinary antiseptic. Supplies are available from your wholesalers in containers of 25 and 250 tablets.

'FURADANTIN'
is manufactured by a Registered User of the trade mark under licence from the Norwich Pharmacal Company (Eaton Laboratories Division).

**DUNCAN FLOCKHART OF EDINBURGH**

duncan

Duncan, Flockhart & Co., Ltd., Edinburgh 11 AFU1/58

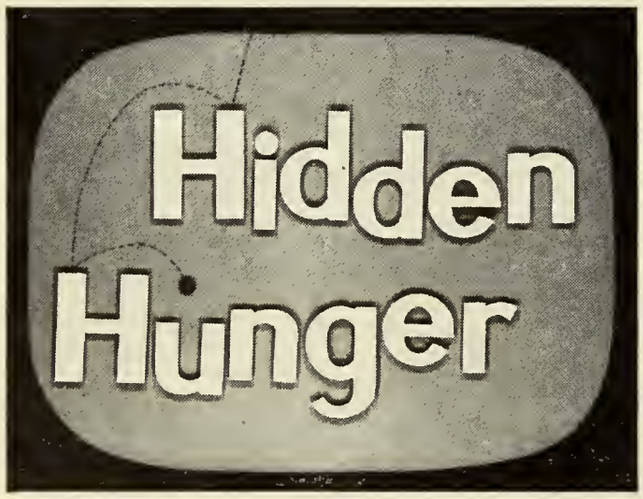
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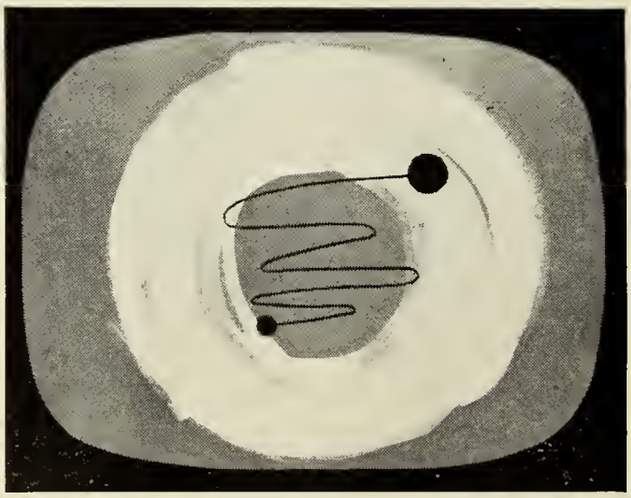
# SUPAVITE ADVER

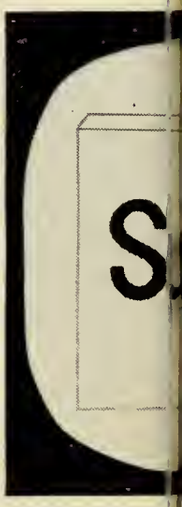
**Supavite is already established as a leading multi-vitamin mineral product. Sales rose by 25% last year. So, this year, with double the advertising, you'll sell more Supavite, more easily, than ever before.**

## Supavite's new "Hidden Hunger" advertising reaches 26 million adults!

*Modern foods lack vitamins—cause tiredness through "Hidden Hunger".*
*Supavite replaces vitamins—provides energy by preventing "Hidden Hunger"...*
This is the message of the new Supavite advertising which reaches 67% of the total adult population. It's of interest to all health-conscious people—*your* customers. And they'll come to *you* for Supavite.






## New Supavite 45-second TV commercial demonstrates "Hidden Hunger" story—

Booked for a heavy schedule of transmissions on the London, Midlands, Northern and Scottish stations—particularly during Autumn and Winter... at the time when you'll sell more Supavite than ever!

Supavite advertising is **doubled** to **quadruple**

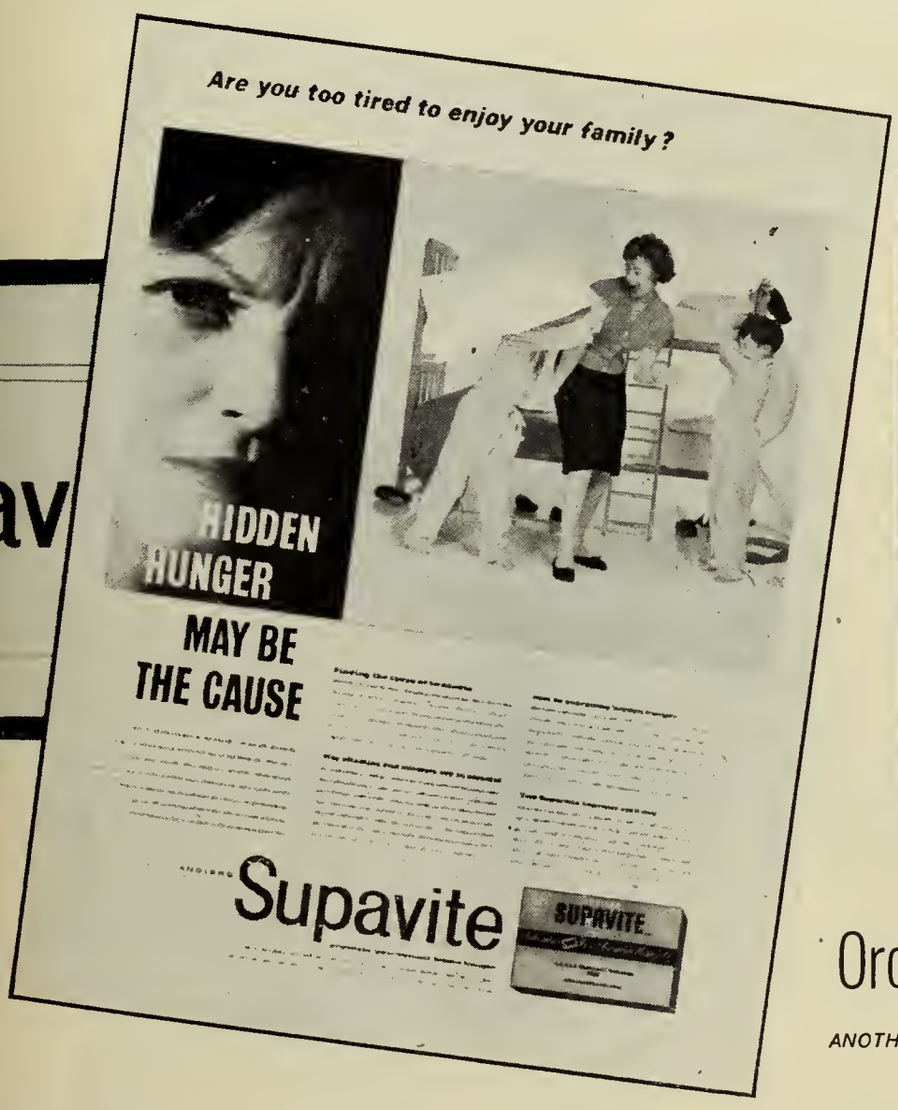
# TISING DOUBLED!

## Supavite's new big-space press advertisements on "Hidden Hunger" theme.

Featured in both the "Daily Express" and the "Daily Mirror" — two of the largest circulation national papers—with greatest frequency during Autumn and Winter. Up go your Supavite sales!

## New Supavite display material your link with "Hidden Hunger" advertising.

Make it clear that *you* stock Supavite. Display Supavite in your window and on your counter. Remember! The more you *display* Supavite, the more Supavite you'll *sell*!







## Get ready! Order your stocks NOW

*ANOTHER FINE PRODUCT OF BRISTOL-MYERS CO. LTD.*

your Supavite Sales!

Sole Distributors in the U.K: J. C. GAMBLES & CO. LTD., 209-215 Blackfriars Rd., London, S.E.1.

# DON'T




bother to dust PLJ bottles. After all, what's the point? PLJ is such a fast seller. And, although sales of PLJ are greater than those of all other brands of lemon juice put together, we don't allow the

# DUST




to gather on *us*, either! We're determined that this will be a record year for PLJ. The most massive advertising campaign in our history is now under way to ensure that more people than ever buy more

# PLJ




lemon juice. And they'll be buying it from *your* shop. During the period from August this year to March 1959, more than 300 television commercials are scheduled. The result will be more and more customers—so make sure you have enough

# BOTTLES

of PLJ to meet the demand for this fast selling line.

Macleans Ltd.,
Great West Road, Brentford, Middlesex.



# Velouty de DIXOR
## POWDER CREAM

Velouty is immensely popular because it performs a special task in the art of achieving complexion beauty. This excellent preparation can be a source of good business to you.




*Shades*
**IVORY NATURAL PEACH SUNGOLD OCHRE APRICOT** *and* **RACHEL**
**TUBES No. 2 No. 3**
TRADE **7/6** doz. **12/3** doz. RETAIL **1/4** ea. **2/2** ea.
JARS : TRADE **17/2** doz. RETAIL **3/-** ea.

# Velpuff
## CREAM POWDER COMPACT

Velpuff is a perfect creamy base, with the softest, finest powder. Ready to be smoothed on with its own puff, it stays matt for hours.

**LUXURY CASE WITH MIRROR**
Retail **5/11** each
WHOLESALE
**33/6** per doz.
4 SHADES
**FASCINATION**
(Natural)
**ENCHANTMENT**
(Rachel)
**MYSTIC TOUCH**
(Peach)
**IRRESISTIBLE**
(Brunette)
Also No. 1 Size
(Metal Case)
Retail 3/4
Wholesale **18/8** doz.




**DIXOR** *Limited*
ST. LEONARD'S RD
MORTLAKE
LONDON. S.W. 14

# ANGIERS JUNIOR ASPIRIN ADVERTISING TREBLED!

One out of every four mothers with children under 10 buys special children's aspirins. 80% of them buy Angiers Junior Aspirin!
The market's still growing! Angiers Junior Aspirin sales rose by over 25% last year. This year's advertising is trebled to capture rising demand. A TV advertising test on a major station this year proved TV a big selling power for Angiers Junior Aspirin. Now *regular* TV advertising will be used for the first time! Angiers advertising will reach nearly 40% of all women . . . over 8½ million!




## New 30-second TV commercials

explain that Angiers Junior Aspirins are "specially made for children". Heavy schedules in London, Midlands and Northern TV areas during winter.




## New magazine advertisements and Display material

explain to mothers "Why your child needs special aspirin". Advertisements will appear regularly in Home Chat, Woman's Illustrated, Woman's Weekly, Woman's Companion, Mother, Wife and Home.
Stock up with Angiers Junior Aspirin *now*, and take advantage of this great advertising support.




## Angiers Emulsion

Introduced 70 years ago, still "such a comfort" for countless sufferers from catarrhal inflammation.

*More fine products of Bristol-Myers Co. Ltd.*

**Sole Distributors in the U.K: J. C. GAMBLES & CO. LTD., 209-215, BLACKFRIARS ROAD, LONDON S.E.1**

# Start your own Scentinel Hygiene Dept It MAKES Sales

**This striking Display Stand showing the whole range of Scentinel Home Fresheners will make regular sales, profitable sales. Show Scentinel products and they sell themselves. You see them advertised in National Magazines and on TV—so do your customers.**



THIS DISPLAY STAND **FREE!**

## *We're telling the Homes of the Nation—*

## GIVE YOUR HOME A MODERN AIR— HAVE "SCENTINEL" FRESHNESS EVERYWHERE!

***and you can cash in on our campaign***



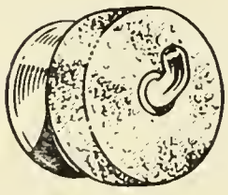

### "QUIFF"

The fragrant air-freshener spray, Aerosol 5/6. Squeeze bottle 3/6. Refills 1/6.

### "WHAM"

The fragrant fly-spray in squeeze bottle 3/6. Refills 1/6. Aerosol 5/6.



### "SWISH"

Toilet bowl cleanser and disinfectant. Held in pan by suction hook. 1/6 complete. Refills 9d.



### "MIKE"

Popular air-freshener in plastic holder, with suction grip. Complete 2/9. Refills 1/3 and 9d.




### "ROSEBUD"

Silver foil package, 3″ sq. Specially suitable for hanging in wardrobes 1/3.



### "MINOR"

Fragrant chemical block in unbreakable holder, with suction grip, 1/6 complete.

Refills (also fit "Mike" or any small container) 9d.

## DISPLAY STAND *FREE!*

SEND IN THE COUPON AND GET FULL DETAILS OF OUR FREE OFFER. OUR REPRESENTATIVE WILL CALL AND SET UP THE DISPLAY IN YOUR STORE.

PLEASE SEND DETAILS OF YOUR DISPLAY STAND OFFER.

*NAME*----------

*ADDRESS*----------

---

**NEW HYGIENE LTD., 266 - 268 HOLLOWAY ROAD, LONDON, N.7**

*Telephone: NORth 5041-2-3* *Telegrams: AIROGENA-HOLWAY, CODE A B C*

# SPECIAL

# DISPLAY BONUS

## Can give you 5% EXTRA ON £3 RADIAN ORDERS!




An extra 5% profit is yours in return for a fortnight's window display. This bonus is given on all direct orders of £3 and upwards (excluding P.T.) comprising any combination of Radian products, which include :

**RADIAN-B Aspirin Spirit Liniment**
**RADIAN-*a* Spirit Dressing**
**RADIAN MASSAGE CREAM**
**RADIAN SOOTHING CREAM**
**RADIAN BATH SALTS**
**RADIAN OVALS**

All direct orders can be charged through your usual wholesaler if you wish.
Radian products are backed by regular advertising in the national and provincial press, sporting journals and women's magazines.

**Send your order to :**

Radiol
CHEMICALS LIMITED

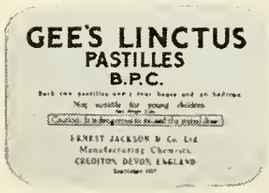
78, Upper Richmond Road, London, S.W.15 Tel : VANdyke 1642 & 2692

























# JACKSON'S

CENTURION BRAND

# PASTILLES & LOZENGES

## EIGHTEEN VARIETIES

PACKED IN 2 oz. TINS AVAILABLE AT BONUS RATES ON ORDERS FOR ASSORTED VARIETIES, ONE DOZEN OF **ANY** ONE KIND **FREE** FOR EACH COMPLETE 12 DOZEN ORDERED.

(P.T. is charged on bonus where applicable)

*Choose your own* **BONUS!**

## The Well-known RED & BUFF TINS

**1/3 'Centurion' Black Currant and Glycerine Pastilles**
**1/3 Brompton Lozenges B.P.C.**
**1/3 Eucalyptus and Menthol Pastilles**
**1/3 Gee's Linctus Pastilles B.P.C.**
**1/3 'Centurion' Glycerine, Lemon and Honey Pastilles**
**1/3 'Centurion' Peppermint Lozenges**
**1/6 'Centurion' Antiseptic Throat Pastilles**
**1/6 'Centurion' Bronchial Lozenges**
**1/6 'Centurion' Catarrh Pastilles**
**1/6 'Centurion' Cherry Cough Pastilles**
**1/6 'Centurion' Friars' Balsam Pastilles**
**1/6 'Centurion' Glycerine and Thymol Compound Pastilles**
**1/6 'Centurion' '131' Throat Pastilles**
**1/6 'Centurion' Iodised Black Currant Pastilles**
**1/6 'Centurion' Mentholated Bronchial Pastilles**
**1/6 'Centurion' Sore Throat Lozenges**

## Specially DECORATED TINS

**1/8 JACKSON'S CHILDREN'S COUGH PASTILLES**
**1/8 Tins, 'fruit' design CRYSTALLIZED BLACK CURRANT & GLYCERINE PASTILLES**

*SPECIAL*




**FOUR 1/9D TINS FREE WITH EACH 3 DOZ**

*Please ask us for samples & details*

**ERNEST JACKSON & CO. LTD.**
Manufacturing Chemists,
CREDITON, DEVON.





























# SAVE £100

# THE ADDING MACHINE SENSATION OF 1958

*There is a model to suit your special needs*



SWEEPING THE COUNTRY WITH THE MOST FANTASTIC SALES SUCCESS THE WORLD HAS KNOWN.

## your opportunity to save £100!

**For the one man business or office routine, the amazing Adwel will cut figuring time to a fraction. Save yourself—Save £100 or more — Buy Adwel.**

## £100 in your pocket

**The lowest priced adding machine in the world—less than half the price of other adding machines, yet the Adwel reputation is for quality, speed and efficiency—and is yours from only £29.10.0d.**

**SPECIAL ADWEL H.P. TERMS AVAILABLE!**

*PRICES FROM ONLY*

# £29·10

**Available at these prices in G.B. only.**

**SEND THIS COUPON, NOW!**

**ADWEL**
ADDING/LISTING MACHINE

**ADWEL ADDING MACHINES LTD.**
Dept, CD, 20 Pall Mall, London, S.W.1
Tel.: TRA 2203/4
*City Showrooms* : 41 Furnival Street, W.C.1 Tel: CHA 2264

*Please send immediately full details of all Adwel Adding/Listing Machines*

Name .....

Address .....

.....

**ADWEL ADDING MACHINES LTD., 20 PALL MALL, LONDON, S.W.1**

D

# NOW! 1/- SCOTTIES IN PINK




## POWERFUL NEW TV

An entirely new television technique for Scotties! Powerful 30-second commercials include the famous "tap test," which demonstrates Scotties' wet strength. Large-size press ads. follow the same theme. Striking display material at point of sale completes the 3-way advertising plan to sell even more Scotties this winter!

**Regular size, white or pink, 1/-**
**Economy size, white, pink or yellow, 2/9**




**Be sure you**

A BOWATER-SCOTT PRODUCT. MADE IN ENGLAND.

# —JUST WHAT SHE WANTS !

Remember when Scotties were first introduced? Just a year ago! Since then you have seen the total facial-tissue market grow—and grow—with Scotties taking an ever-increasing share. A fabulous success story—and a *profitable* one for you.

What makes Scotties so successful? 'Wet-strength,' of course! Then there's the attractive Scotties box, with the handy oval opening. And don't forget the exclusive range of colours, accounting for almost half of all 2/9 sales.

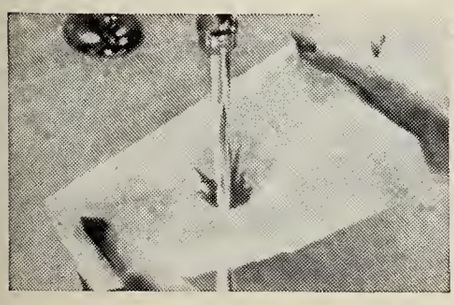
Now along comes the 1/- size in pink—and you can look forward to another rise in Scotties sales!

## 3 ways you'll profit from 1/- Scotties in pink

- Half-size cases (36 packs) count as full-size cases for generous Bowater-Scott quantity discount scheme!
- Add 1/- Scotties in pink to your order and you will be increasing the profit margin on *all* your Bowater-Scott lines!
- Same trade prices as 1/- Scotties in white, same profit—27% to 36%.

## 'WET-STRENGTH' DEMONSTRATION

*as it will be seen in 6,400,000 homes, with an average of 2-3 viewers per set!*



*An ordinary tissue shreds and falls apart in the water*

*A 'wet-strength' Scottie holds together—stays strong even when wet*

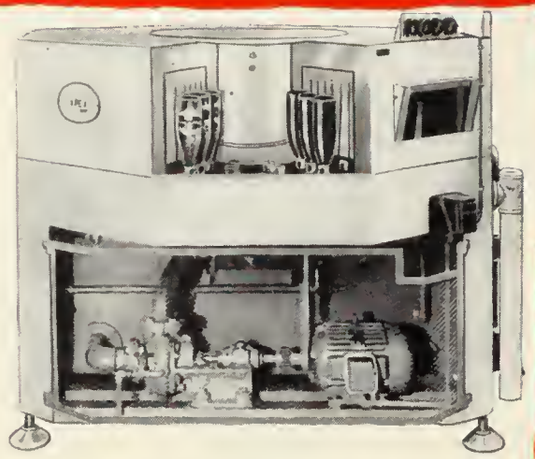


## profit fully from the BOWATER-SCOTT line!

"Scotties" is a trade mark of the Scott Paper Co. Quality approved by the T.M. owners.




. . . cleaning 2,000 bottles an hour, in less than 30 sq. ft. of floor space.
The APEX can cope with bottles in any condition and shape or size.
Overall dimension 5'6" long x 5'6" wide x 4'9" high.



✻ *After Sales Service and Spares readily available.*

**Apex ROTARY HYDRO BOTTLE WASHING MACHINE**

**R. POWLEY & SONS LIMITED, ST. MARK'S ROAD, SUNDERLAND, ENGLAND**
Telephone. 4846 7 Telegrams and Cables Powley Sunderland



## This baby means business!

There are 3,108,000 of them
and **all** their mums will want

# OLITA Dinkie-Doo baby wear



These soft plastic slipovers save the clumsiest feeders from spoiling their clothes. Every mother will want them because:- they're waterproof; hard wearing; clean easily; keep their shape; slip easily on and off; give full protection; look appealing.

4 variations available with or without sleeves and full width catch-all pouch at tray level.

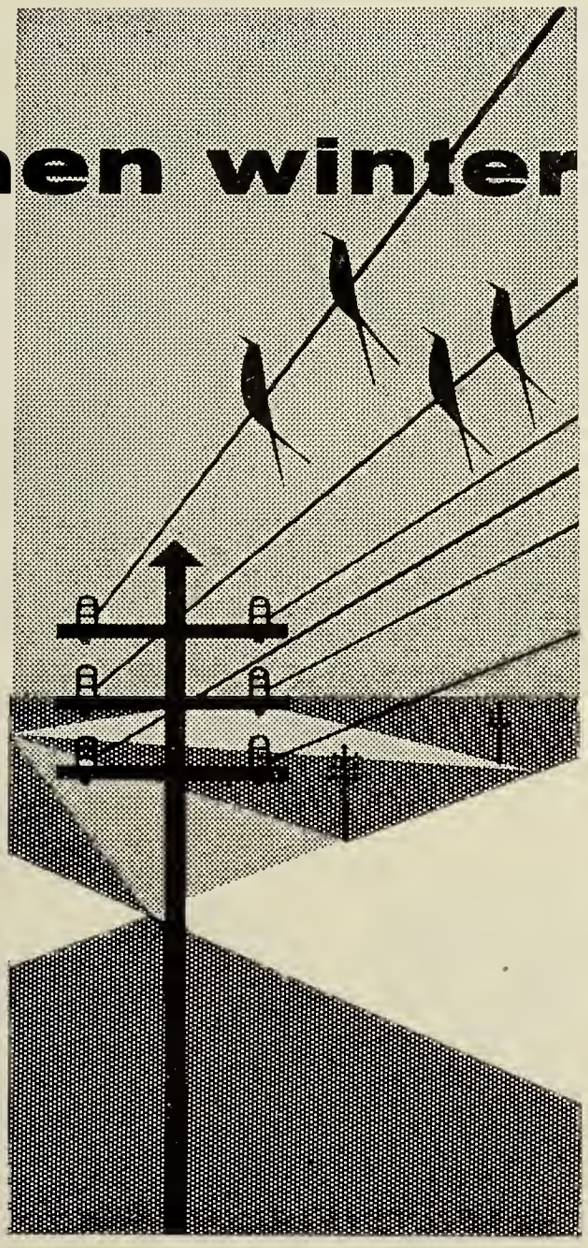
Order up NOW, for sales are sure to be good—sure as babies are messy feeders.

Available through the Wholesale Trade or for Export.

oliver's TRADE MARK EST. 1878

**WILLIAM OLIVER'S (RUBBER) LTD.,**
**Blackhorse Lane, London, E.17**
Telephone: LARKSWOOD 8811
*Makers of Baby Pants, Cot Sheets, and "Olitoyes".*

# When winter comes don't you be far behind!



**'RADIO-MALT' 'MULTIVITE'**

**'PERNIVIT' TABLETS**

**'PERNICREAM'**

**'TUSSIMOL' COUGH PASTILLES**

You don't need any reminding about the frequency of coughs, colds, chilblains and sore throats in wintertime. Each one brings its own quota of sufferers into your pharmacy each day. Just glance down the list on this page. There's a well-tried and popular BDH product for every common winter complaint.

So don't disappoint your customers. Make sure you have ample supplies of all these well-known CF products.

**And don't forget our special winter bonus terms!—**
For all these products, there are quantity discounts on direct sales orders.

**Showcards and display material**
BDH Showcards and display cartons are available to help your sales.

BDH

**THE BRITISH DRUG HOUSES LTD. LONDON N.1**

B

# Great new advertising Campaign about to start!



Large scale advertising in the national press, periodicals and women's weeklies will combine with frequent TV transmissions from the London, Midland, Scottish, Welsh, Northern and Southern stations to sell 'Sanatogen' Tonic Wine *for you!* Posters on London's Underground will keep the name before the eyes of millions of travellers. Special advertising in the provincial press will cover non-TV areas. Generous supplies of point-of-sale material as usual. Send for details of attractive Special Window Display scheme.

**Stock Now!**

# 'SANATOGEN' TONIC WINE

SOLE DISTRIBUTORS
Whiteways Cyder Company Limited, Whimple, Devon.
London Office: Glasshouse Walk, Vauxhall, S.E.11

CVS 355

FACT

# Baby business can bring you new high profits if you stock Playtex!

Here's how Playtex can achieve

**BIG PROFITS**

Plus **HIGH TURNOVER**

for you

**Playtex** pre-sells YOUR CUSTOMERS with powerful national advertising —the heaviest in the babywear field.

**Playtex** backs you with self-service units and display material.

**Playtex** provides you with a consistent merchandising service.

**Playtex** gives 50% profit on your investment in Baby Pants.

**If you are not a Playtex stockist now write to Playtex today.**

PLAYTEX, 17 STRATTON STREET, LONDON, W.1
AND PLAYTEX PARK, PORT GLASGOW, SCOTLAND



# "Doctor, do you mean I've got to give up smoking ?"
# "That's up to you. But I'm putting you on CANOVEL—
# the new vitamin-mineral supplement."

**For Oral Administration.** Canovel is a compound vitamin-mineral supplement specially prepared for oral administration to dogs of all breeds and ages. It contains the naturally occurring vitamins and mineral salts of wheat germ, liver and yeast ; vitamins A, $D_3$ and E ; the essential members of the B complex ; and calcium, phosphorus and trace elements.

Canovel is an excellent general tonic. It helps to keep a dog in first-class condition throughout all stages of its life. It is of particular value for the following conditions : debilitating diseases and convalescence; non-specific dermatoses; poor appetite; pregnancy and lactation; and during periods of rapid growth in puppies. For at such times a dog's vitamin-mineral requirements cannot be fully met by its standard food.

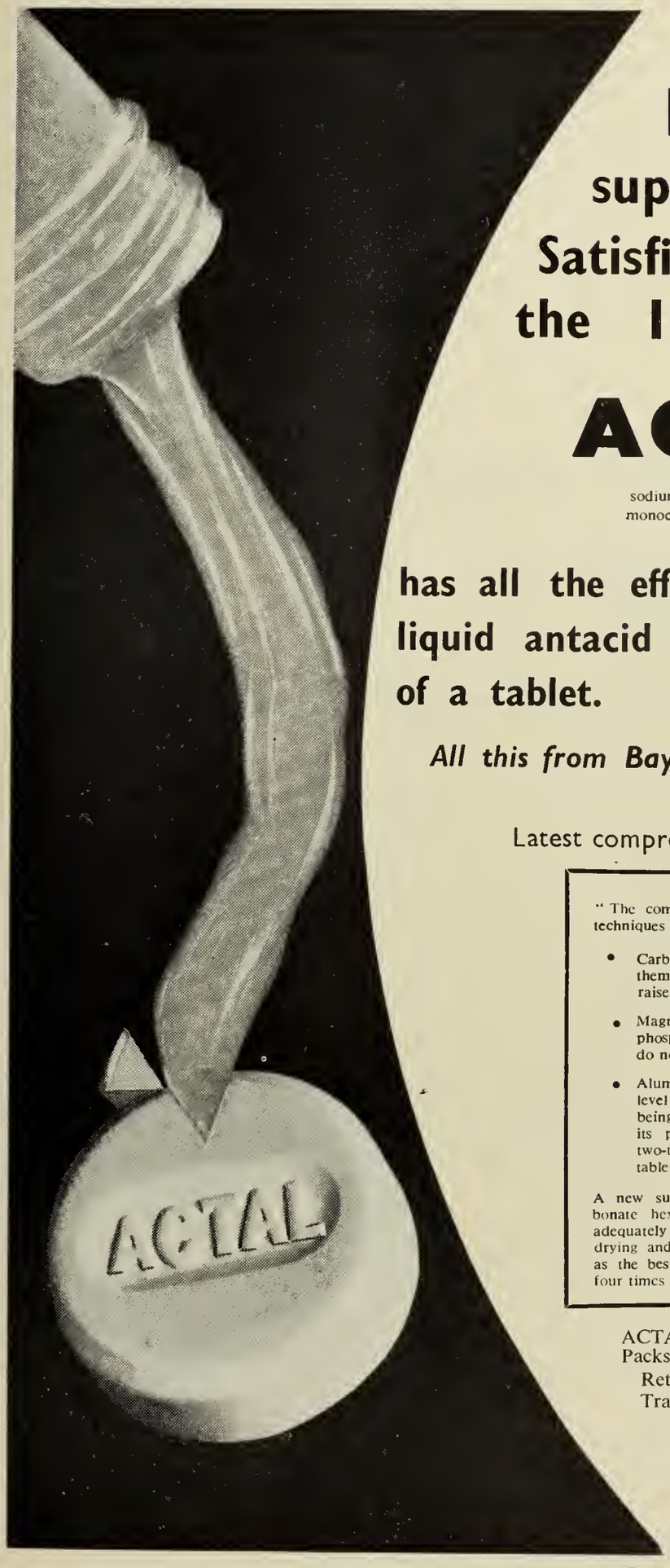
**In tins of 120 tablets · Dispensing pack of 800 tablets.**

*For further details and a full list of preparations, write to*

**VITAMINS LIMITED** (VETERINARY DIVISION), UPPER MALL, LONDON, W.6.

**Vitamin Products for Veterinary Practice**

Tablets of ascorbic acid, B.P.
Injection of ascorbic acid, B.P.
Tablets of vitamin B complex
Injection of vitamin B complex
Liquor of vitamin B complex
Tablets of pyridoxine hydrochloride, B.P.C.
Injection of pyridoxine hydrochloride, B.P.C.
Tablets of vitamin E
Tablets of vitamin K
Tablets of aneurine hydrochloride, B.P.
Injection of aneurine hydrochloride, B.P.
Injection of vitamin $B_{12}$
Tablets of nicotinic acid, B.P.
Injection of nicotinic acid, B.P.




# NEW ANTACID

## supersedes all others Satisfies all Criteria for the IDEAL ANTACID

# ACTAL

TRADE MARK

sodium polyhydroxyaluminium monocarbonate hexitol complex

**has all the effectiveness of the best liquid antacid with the convenience of a tablet.**

***All this from Bayer — and at very low cost.***

Latest comprehensive antacid study states :

"The commonly available antacids have been tested by these techniques and appraised against these criteria.

- Carbonates, bicarbonates, and preparations containing them, e.g., Mixture of Magnesium Trisilicate, B.P.C., raise the pH too far and may cause classical alkalosis.
- Magnesium trisilicate, aluminium glycinate, aluminium phosphate, and certain antacids containing milk solids do not raise the pH adequately.
- Aluminium hydroxide gel controls pH at the desired level but shows marked variation in speed of action and, being a liquid preparation, is inconvenient in use while its palatability is not always acceptable. It may lose two-thirds or more of its reactivity when prepared in tablet form.

A new substance—a sodium polyhydroxyaluminium monocarbonate hexitol complex—is described. This appears to meet adequately all the criteria. It loses no antacid activity on drying and tabletting but still reacts about 2½ times as rapidly as the best Dried Aluminium Hydroxide Gel tested and over four times as rapidly as most samples."

ACTAL 1—2 tablets to be sucked when required.
Packs of 48, 250, 1,000 tablets (360 mg).
Retail price of 48 tablets 5/11d. inc. P.T.
Trade price 3/3d.

**BAYER PRODUCTS LTD.**
**Eden Street, Kingston-upon-Thames, Surrey.**

Associated exporting company.
WINTHROP PRODUCTS LIMITED

A7

F

# WRIGHT'S COAL TAR INHALER & VAPORIZER

## *Ample Supplies are available NOW!*




***Complies with the specifications set out in part IV of the N.H.S. Drug Tariff.***

Complete with full size bottle of Vaporizing Liquid, and six night lights. *Retail* .. .. .. **7/9**

Vaporizing Liquid Refills. *Retail* .. **1/9 & 5/4**

Spare absorbent blocks. *Retail* .. **1/- each**

*The Vaporizing Liquid cannot spill if the apparatus is accidentally knocked over while in use.*

ONE OF WRIGHT'S PRODUCTS

***Obtainable from all Wholesalers, or direct from***

WRIGHT LAYMAN & UMNEY LTD., SOUTHWARK STREET, LONDON, S.E.1.

# Bradosol Lozenges

## for mouth and throat infections

Bradosol Lozenges are suitable for patients of any age. They are perfectly safe, pleasantly flavoured and do not contain local anaesthetics. Bradosol is free from the disadvantages of the antibiotics and it is active against bacteria and fungi (as in oral thrush).

*Tubes of 20 lozenges each containing 0.5 mg. Bradosol (β-phenoxy-ethyl-dimethyl-dodecyl ammonium bromide) 2/6. Subject to a retail discount of 33⅓%. Exempt Purchase Tax*

C I B A

*'Bradosol' is a registered trade mark. Reg. user*

CIBA LABORATORIES LIMITED, HORSHAM, SUSSEX

*Telephone: Horsham 4321* *Telegrams: Cibalabs, Horsham*

8/8


WELLCOME INSTITUTE LIBRARY
Coll. WelMOmec
Coll.
No.

The CHEMIST AND DRUGGIST

Volume 170 OCTOBER 4, 1958 No. 4102

# Drug Tariff Basic Quantities

## MINISTRY ISSUES 42-ITEM LIST

THE Central National Health Service Committee has been notified by the Ministry of Health that, from October 1, the basic buying quantities for certain drugs and galenicals are being increased.

Earlier the Committee had been warned that 102 items would be affected. To date the Ministry has named forty-two, which are set out on p. 356.

## Work on Reserpine

**TWO COMPOUNDS SEPARATED**

AN announcement that reserpine had been separated into two constituents, one possessing the hypotensive and the other the tranquillising properties of reserpine, was made recently by Dr. H. B. MacPhillamy on behalf of CIBA Pharmaceutical Products, Inc., Summit, New Jersey, U.S.A. One compound, methyl carbethoxysyringoyl reserpate, possesses the hypotensive property and one twentieth of the sedative activity of reserpine. The sedative and tranquillising activity has been carried forward into the other section of the compound, methyl 3-dimethylaminobenzoyl reserpate. The tranquillising properties of that compound, relative to those of reserpine, have been reduced to one-quarter, the estimates of potency being based upon animal experiments.

## Full Pricing Urged

**AND A CALL TO PROTECT PHARMACISTS**

AMONG motions tabled for discussion at the annual meeting of the Executive Councils' Association (England) to be held at Torquay, October 23–24, is one from Wakefield, Yorks, urging that further representations should be made to the Minister of Health in an attempt to obtain full pricing of prescriptions. In the annual report of the Association's management committee examples are given of over- and under-payments to chemists and the committee states that "it would continue its policy of bringing such evidence to the notice of the Ministry of Health at every opportunity in an endeavour to bring about an early return of prescription pricing in full." Middlesex Executive Council are moving "that this conference considers it inequitable that sanctions should be applied to contractors for supplying packaged material or appliances warranted by a manufacturer to be of the correct standard and not being old stock, which are shown on being opened to fall short of the National Health Service requirements. The conference asks the Minister to amend the Drug Testing scheme to provide protection for pharmaceutical contractors in such circumstances." A full outline of the Association's evidence to the Hinchliffe Committee on the Cost of Prescribing is given in the management committee's report. Oxford Executive Council is moving "that this conference regards the evidence on bulk pricing submitted by the Association to the Hinchliffe Committee as inadequate."

## Dispensing Doctors

**ARRANGEMENTS FOR PAYMENT**

THE Minister of Health has agreed to the introduction of revised arrangements for payments to dispensing doctors for drugs and appliances. The new arrangements came into effect on October 1. For dispensing doctors paid on the basis of the Drug Tariff monthly surrender, pricing and payment of prescriptions is introduced. For doctors paid on the drug capitation fee basis the following arrangements have been agreed: Monthly submission and claims for drugs included in the list of drugs, appliances and chemical reagents for the supply of which doctors receive payment over and above their capitation fees on submission of the appropriate claim; the following drugs when supplied to a maternity patient who is on the doctor's list for general medical services:—Carbon dioxide, ergometrine, lobeline, liver extract and injections of liver, methylamphetamine, oxygen, penicillin preparations, pethidine, sex hormones, sulphonamide preparations, Vasopressin, vitamin B complex, vitamin K; drugs, etc., supplied to temporary residents and patients receiving maternity medical services who are not already on the doctor's list for general medical services; expensive drugs and prescribed appliances (normally relating to drugs and appliances costing £1 or over) covered by the capitation fee which are regarded as essential for adequate treatment.

## Management Seminars

**SIX-MONTH PROGRAMME ARRANGED**

THE British Institute of Management has drawn up a management seminar curriculum "to meet the need for one- and two-day programmes of a high technical standard suitable for practising managers at all levels in all sizes of organisations." Ample time is being allowed for questions, comments, discussion and the exchange of practical experience among group members. Among aspects of management covered are finance, general management, marketing, office management, personnel and production. The seminars are being held in Birmingham, Bristol, Glasgow, Leeds, Leicester, London, Manchester, Newcastle and Sheffield, between October 1958 and April 1959. The Institute stresses that the programme is not intended to replace "long-term educational experiences, or any of the established management training courses." It claims that the seminars are of particular value to managers from medium- and smaller-sized enterprises and to those who may not attend any other type of training scheme. Application forms are available from the seminar section, British Institute of Management, 80 Fetter Lane, London, E.C.4.

## A Works in North Wales

**PLANNING PERMISSION GRANTED**

PLANNING permission has been granted to Ashburton Chemical Works, Old Trafford, Manchester (a subsidiary of Geigy (Holdings), Ltd.), for the building of a chemical factory on a 100-acre site forming part of Glynllifon Park, near Caernarvon.

## MUSEUM PIECE



**Stethoscope of around 1900. Made of a black substance with ring of red rubber.** *From the collection of Philip Harris, Ltd., 144 Edmund Street, Birmingham, 3.*

## N.H.S. Discipline

A DOCTOR OBJECTS TO LOCAL "JUDGES"

IN a letter published recently in the *Manchester Guardian* a doctor recounted his experience in appearing before his Local Medical Committee to answer a complaint from the Local Pharmaceutical Committee about his "illegible writing." Unfortunately, he wrote, he had not been informed of the nature of the complaint. The issue appeared to have been prejudged, but eventually he was able to persuade them of the impropriety of the meeting in view of his insufficient information about the charge and it was adjourned. The accused, he argued, should always be informed of the complaint and be permitted, if he so wishes, to secure the services of a qualified adviser, and he goes on to criticise the "arbitrary" constitution and functioning of such committees. "To me it is wrong that a doctor should be judged at all by local colleagues."

## Refresher Course

SUNDERLAND LECTURES ON 1958 B.P.

A REFRESHER course for pharmacists comprising two series of lectures on recent advances in pharmacy and pharmacology with particular reference to the 1958 British Pharmacopœia is being held at Sunderland Technical College on Tuesdays, at 7.30 p.m. Commencing date is October 21. The first series deals with pharmacology, and the lecturer is Dr. N. A. Wynne, M.B., B.S., M.P.S. (senior lecturer, physiology department, Medical School, Newcastle-on-Tyne). Messrs. W. Nixon, F.P.S., and J. A. Vickers, B.Pharm., F.P.S., are lecturers for the second series which are to commence on February 17, 1959. The fee for both groups of lectures is 10s. 6d. payable at the first class.

## Purchase Tax Schedule

REVISED EDITION OF NOTICE 78 ISSUED

THE second schedule to the Finance Act, 1958, re-enacts in up-to-date form the statutory list of goods chargeable with or exempt from purchase tax. The new schedule which came into force on October 1 replaces Part I of the eighth schedule to the Finance Act, 1948, as subsequently amended. The new purchase tax schedule makes some alterations in the arrangement and numbering of the existing groups, but it makes no alterations in the rates of tax now chargeable on any goods. The new schedule is embodied in a revised edition of Customs and Excise Notice No. 78 and supersedes the issue dated January 1958, and also Notice No. 78N (April 1958).

## Chemist Needed Rest

"FINED" FOR PRESCRIPTION ERROR

SOUTHEND - ON - SEA Executive Council has recommended that £25 should be withheld from the remuneration of a chemist for a dispensing error in a re-test prescription. The Council also agreed to warn the chemist that any future discrepancy would warrant "extreme action." The Pharmaceutical Service Committee thought that the chemist was suffering from overstrain and was in need of a rest. They recommended he should take steps to remedy that.

## *IRISH NEWS*

THE NORTH

## Collecting Rose Hips

A NEW VENTURE IN ULSTER

A CAMPAIGN for the gathering of rose-hips in Ulster has been started by Northern Ireland Distributors, Ltd. (a subsidiary of Optrex, Ltd.). The minimum requirements of hips for the company's Glenarm factory is 100 tons but it is hoped that their campaign will bring in 200-250 tons for which they are prepared to pay at the rate of sixpence per lb. for freshly-collected material.

THE Associates' Section, Ulster Chemists' Association, is holding a dance at Wellington Park Hotel, Malone Road, Belfast, at 9 p.m. on October 17.

## *IRISH BREVITIES*

THE REPUBLIC

THE annual convention of the Irish Ophthalmic Opticians' Association is being held in Dublin, October 27–28, concluding with the annual dinner-dance. On the afternoon of October 27 there is to be a lecture "of particular interest to dispensing opticians." There is no charge for attendance at the lecture.

THE annual week-end retreat for members of the pharmacy branch of the St. Joseph's Young Priests' Society is being held at Milltown Park, Dublin, October 11–13. Those wishing to take part should make early application to Mr. Francis P. MacDonnell, M.P.S.I., 12 Summerville Park, Rathmines, Dublin.

# CONTRACTORS MEET HEALTH MINISTER

### Possible return to full pricing

WHEN a joint deputation from the Joint Pricing Committee for England and from the Central N.H.S. Committee was received by the Minister of Health (Mr. Derek Walker-Smith) on September 25, in an effort to secure an early return to full pricing, the Minister gave the impression of being very fully informed on the background to the past and present operation of the Pricing Bureau system and on the state of work in the Bureaux. He listened carefully to all that the representatives had to say and undertook to bear the facts presented to him closely in mind in the light of the findings of the investigation into pricing methods which is now being undertaken for the Ministry by the Organisation and Methods Division of the Treasury. The deputation gained the impression that on that occasion the possibility of a return to full pricing would be examined closely and objectively and not, as on some previous occasions, more or less rejected out of hand as being unjustifiable from the standpoint of expenditure of manpower and money.

At the September meeting of the Central N.H.S. Committee it was pointed out that the Drug Tariff changes (given below) had not all been agreed by the Committee and they were seeking a reversal in those instances.

| DRUG | QUANTITY |
|---|---|
| Acid. cit., B.P. ... | ... 1 kilo |
| Aq. pro inj. 2-mil | ... 100 |
| Elix. casc. sag., B.P. | ... 1 litre |
| Emuls. paraff. liq. et phenolphthal, B.P.C. | ... 5 kilos |
| Glycerin., B.P. ... | ... 3 lb. |
| Inf. valerian. conc., B.P.C. | 1 litre |
| *Linct. codein., B.P.C. | ... 3 x 2 litres |
| *Linct. scill. op., B.P.C. | ... 3 x 2 litres |
| Lin alb., B.P.C. ... | ... 2 litres |
| Liq. calc. chlorinat. c. acid. boric., B.P.C. | ... ? litres |
| Mag. carb. lev., B.P. | ... 2 kilos |
| Menthol, B.P. ... | ... 100 gm. |
| Ol. menth. pip., B.P. | ... 100 gm. |
| Ol. oliv., B.P. ... | ... ½ gall. |
| Sod. bicarb., B.P.... | ... 5 kilos |
| Sp. chirurgical., B.P.C. (No. 1) ... ... | ... 2 litres |
| Syrupus., B.P. ... | ... 2 litres |
| Syr. cocillan., co. B.P.C. | 2 litres |
| Syr. zingib., B.P. ... | ... 1 litre |
| Tab. acid. acetylsal. et op. co. ... ... | ... 250 |
| Tab. acid. ascorb., B.P. 50 mgm. ... ... | ... 1,000 |
| 100 mgm. ... | ... 500 |
| 200 mgm. ... | ... 500 |
| Tab. aminophyll., B.P.C. 0·1 gm. ... ... | ... 1,000 |
| Tab. codein. co., B.P. ... | 5,000 |
| Tab. cyclobarbiton., gr. 3 | 250 |
| Tab. digit. praep., gr. ½ | 1,000 |
| Tab. digoxin., B.P. 0·25 mgm. ... ... | ... 1,000 |
| Tab. ferr. glucon., B.P. gr. 5 ... ... | ... 1,000 |
| Tab. ferr. phos c. quinin. et strych. ½ dr. | ... 250 |
| 1 dr. | ... 250 |
| Tab. glyc. trinit., gr. 1/100 ... ... | ... 500 |
| gr. 1/130 ... | ... 1,000 |
| Tab. isoniazid., 50 mgm. | 250 |
| 100 mgm. ... | ... 250 |
| Tab. methyltestosteron., B.P. 25 mgm. ... | ... 100 |
| Tab. nicotinamid., B.P. 50 mgm. ... | ... 500 |
| Tinct. chlorof. et morph., B.P.C. ... ... | ... 2 litres |
| Tinct. ipecac., B.P. | ... ? litres |
| Tinct. nuc. vom., B.P. | ... 1 litre |
| Tinct. stramon. ... | ... 500 mil. |
| Ung. zinc. oxid et ol. ricin., B.P. ... | ... 1 kilo |

**Added to Drug Tariff for first time.*

Consideration of forty-one other items has been deferred for the time being. Twelve others are still under discussion and changes in them may be agreed with the Ministry or imposed by the Ministry with effect from November 1.

**Prednisone and Prednisolone Tablets**

Further Drug Tariff price reductions are believed to be impending for prednisone and prednisolone tablets. Contractors are advised to buy cautiously and not to fail to claim credit from the manufacturer concerned for stocks on hand when the price reductions take effect.

## NEWS IN BRIEF

BRIGHTON Executive Council is transferring its offices to 3 Palace Place, Castle Square, Brighton.

SALES of £39,279 in the pharmacy department of Tamworth Co-operative Society, Ltd., are reported for 1957–58.

THE Ministry of Health on September 15 announced, in circular ECL 71/58, changes in the payments for spectacle cases supplied under the National Health Service.

MORE than £200 worth of property was stolen from the motor car of Mr. J. Farrer Barnes, M.P.S., at Cressington, Liverpool, last week. Mr. Barnes discovered the loss after he left his branch pharmacy at Cressington.

SALES of the pharmacy department of Plymouth Co-operative Society, Ltd., for the fifty-two weeks ended September 6, were £286,796, a 9·8 per cent. increase over the 1956–57 sales (with its over fifty-three weeks).

A PAMPHLET issued by the Ministry of Agriculture (H.M. Stationery Office, price fourpence) deals with the use of sodium monofluoracetate ("1080") as a rodenticide and the precautions that have to be taken in handling it.

MR. M. W. Paynter has relinquished the secretaryship of the Self-Service Development Association. The new secretaries are Messrs. Hartleys, Wilkins & Flew, 1 Central Buildings, Tothill Street, London, S.W.1.

WHEN Southend-on-Sea Executive Council prepares its new chemists' rota, the names of any contractors "who have consistently disregarded the arrangements by keeping open their businesses after normal hours" are not being included, and no rota payments are being made to them.

DR. F. Parkes Weber, F.R.C.P., F.S.A., who is ninety-five, has presented to the Wellcome Historical Medical Library his collection of manuscripts, notes, reprints and case-reports of rare diseases. A general index to the collection is being prepared by the Wellcome Library, where it may be consulted in due course.

## SPORT

**Golf.**—LONDON CHEMISTS' GOLFING SOCIETY, last meeting of the season, at Chigwell golf club, on September 25. Play was followed by an excellent supper given by the president (Mr. G. T. Morson) at which the players were joined by other members of the Society. *President's prize (medal), B. F. Tisdall* (10), 69; *Harker Stagg prize (bogey)*, J. Balmer (14), 4 down on bogey; *Leichner cup, J. Allen-Price* (11), 70; *Other leading scorers*, A. H. Newcombe (7), 71; H. A. Coward (10), 73.

ULSTER CHEMISTS' GOLFING ASSOCIATION, captain's day, at Shandon Park golf club on September 24. *Captain's prize*, M. J. Waddell, 69. *Best gross*, J. Fitzsimons. *Consolation*, A. Shaw. *I.C.I. prizes*, 1, W. J. Moffett; 2, T. S. Purce. Among the guests at dinner were Mr. G. E. McIlhagger (president, Pharmaceutical Society of Northern Ireland) and Mr. M. L. Cashman (captain, Irish Chemists' Golfing Society). Mr. T. W. Currie was elected captain for 1959.

## LOCAL OFFICERS

**PHARMACEUTICAL COMMITTEE**

**London County.**—*President*, M. Lewis; *Vice-president*, I. H. Williams; *Secretary and Treasurer*, H. L. Crossley, 61 Beulah Road, Walthamstow, London, E.17.

# TOPICAL REFLECTIONS

By Xrayser

## Second Professional Session

There was perhaps a stronger link between the subjects of the first and professional sessions at Llandudno than appeared on the surface. Useful as a broad discussion on the presentation of proprietary medicines may have been—and that, in effect, was the focal point of both the papers and the debate (p. 339 *et seq.*)—the proceedings were to some extent unrealistic, for the matter is one of extreme urgency. In the month of August (*C. & D.*, August 23, p. 198) the Pharmaceutical Society published details of the syllabus for the three-year course for the Pharmaceutical Chemist Qualifying examination. All persons registered on and after March 1, 1958, are required to pass an examination in practical pharmaceutics, which includes "the handling and dispensing of preparations packed by pharmaceutical manufacturers." The course leading to that examination is starting now. One would therefore have supposed that the question had been discussed in detail before the syllabus was published. Yet members of Council who took part in the debate at Llandudno gave the impression that no such discussion had taken place. Mr. Heseltine said: "Someone has to teach us how products should be presented to the public. . . . We should look to the Council of the Pharmaceutical Society. The time is overdue when the Council should pay serious attention to the difficulty of dispensed medicines." It appears to be!

## Council Responsibility

Discussing the same topic of the dispensing of proprietary preparations, Mr. Bloomfield said: "I would suggest that a joint committee should be set up between manufacturing and retail sides of pharmacy to discuss the problem, and that such a committee should include representatives of the medical profession. . . . The committee should formulate a uniform method of dispensing proprietaries." And in bringing the session to a close the president (Mr. D. W. Hudson) said that the problem was not solved, and that pharmacy was a long way from accepting any one hard-and-fast rule. Yet, as I have indicated, students commencing their academic career now are to be taught and examined in "the handling and dispensing of preparations packed by pharmaceutical manufacturers." I agree with Mr. Heseltine that the time is overdue when the Council should pay serious attention to the subject. Was that particular item allowed to appear in the syllabus without full regard to its implications? From the contributions of those referred to, that would appear to have been so. The matter is urgent as well as overdue. It is unquestioned that the proprietary and laboratory preparation has come to stay, and will increasingly dominate the scene in pharmacy. Its handling must, therefore, be taught methodically along agreed lines in the colleges. And with all respect to those who would consult the medical profession, the question of how to dispense appears to me to be a pharmaceutical one.

## Polypharmacy

I gathered the impression from the paper of Mr. Chamings that he seemed to regard the "specific agent" as the prerogative of the proprietary preparation, for he went on to say that the pharmacist must face increasingly the problem of transferring the therapeutic agent from the efficient container of the manufacturer to the "usually much less satisfactory receptacle which he is allowed to use under the National Health Service." He also conveyed the impression that prescriptions not covered by that description were empirical and "polypharmacal." I had a look at a number of proprietary preparations, described by a single name, whose formulas suggested that their authors had a nodding acquaintance with the sixth Mithridates. I felt that, in stressing the "specific" aspect, Mr. Chamings weakened his case, for while there are undoubtedly "specific" drugs of the first class amongst the proprietaries, there are others which are merely combinations of known, long-established drugs. Conversely, there are specific drugs which are non-proprietary.

# "MALLINSON HOUSE"

## National Pharmaceutical Union names its headquarters in honour of its founder

AT the conclusion of the morning session of the September meeting of the Executive of the National Pharmaceutical Union, there took place at its headquarters in Queen Square, London, W.C.1, in the presence of relatives and friends of the late Mr. G. A. Mallinson, a ceremony to perpetuate the recognition accorded by members to his services in founding the Union.




**Mr. H. G. Moss (president of the Union) unveils the plaque commemorating Mr. Mallinson's services as secretary, 1921–49.**

MR. H. G. MOSS (chairman of the Union) presided at the ceremony. "It falls upon me," he said, "as this year's chairman of the National Pharmaceutical Union, to have the honour of unveiling a plaque to the memory of one of the most outstanding men that retail pharmacy has ever known, one whose name is known and revered by all engaged in our profession: George Arthur Mallinson. 'G.A.M.,' as he was more familiarly known, probably did more to make retail pharmacy the strong unified force which it is today than anyone else has ever done before or is in fact likely to do in the future."

The vision and enthusiasm of its founder secretary had been largely instrumental in the coming into being of the National Pharmaceutical Union. So successful had been those efforts that the Union was today able to claim that its membership was 98 per cent. of its full potential, and every member was associated with it on a completely voluntary basis.

### Always Alert for Opportunities

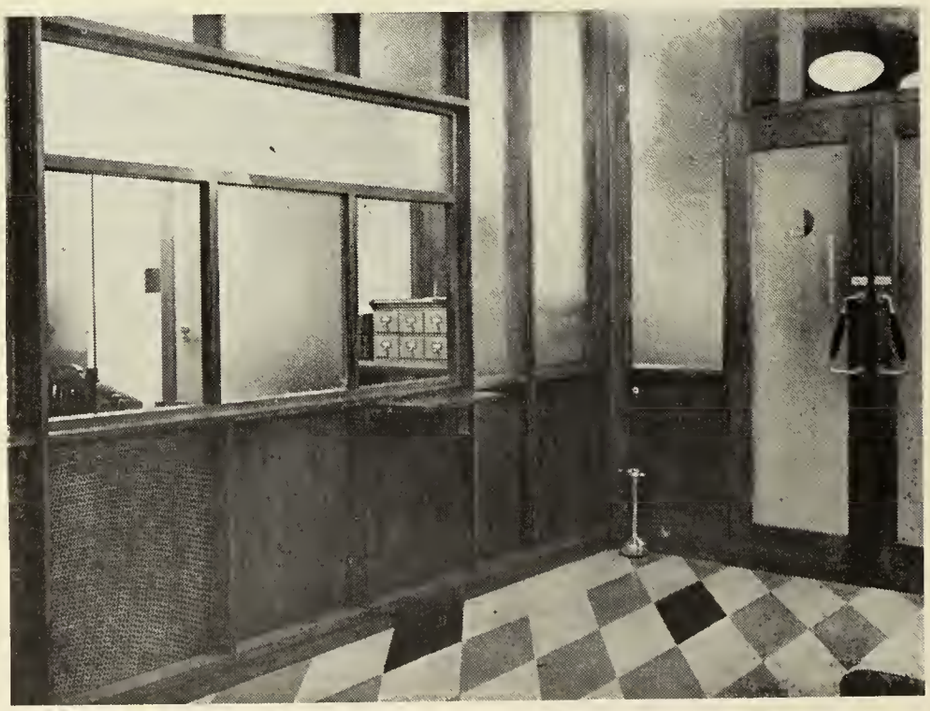
Not content with founding the Union, however, Mr. Mallinson had been for ever looking for fresh fields to conquer, fresh opportunities to do more for the benefit of retail pharmacy and those engaged in it. Thus they had the C.F. scheme, the clearing house, the Chemists' Sickness and Provident Fund, Business Purchase and Guarantee Fund, Chemists' Mutual Insurance, etc., all playing their valuable part in modern retail pharmacy and all to a greater or lesser extent the result of the imagination, drive and determination of the man whose memory they were honouring.

If all that were not enough, G.A.M. had still found time for what was probably the toughest job of all: the fight, along with colleagues on the negotiating committees, for decent remuneration for pharmacists' services in what was originally the National Health Insurance scheme and was now the N.H.S. In that particular field Mallinson's qualities had come well to the fore. He quickly became known as a fearless and determined negotiator, earning the respect and confidence of all those with whom he came into contact, not least those on the Government side. Much still remained to be done to bring present-day remuneration up to what pharmacists regarded as an appropriate standard for the service they provided, but it was only necessary to think back to the "pittance" days of N.H.I. to realise that much was owed to Mr. Mallinson and his colleagues for the foundation they had laid for the new National Health Service when it came into being in 1948.

### Two Purposes

"The plaque I am about to unveil serves, as I see it, two purposes: First, it is a memorial by those who knew him to one of the most outstanding men ever to appear in pharmaceutical circles. Secondly, it is a reminder to those younger ones, and to those to come, that much of the standing and high regard in which retail pharmacy finds itself today is due to the foresight, hard work and refusal to be daunted of George Arthur Mallinson, O.B.E. In unveiling this plaque I do at the same time in his memory name this building in which it rests 'Mallinson House'."

MR. STEARN who, as a member of the N.P.U. Executive, knew and worked with Mr. Mallinson for many years, added his personal appreciation to the president's remarks.



**Those members of the Union who have visited Queen Square in the past will, next time they visit the Union's headquarters, see the greatest change in the entrance hall, which has been enlarged without encroaching on the office area behind the partition. The handsome West African iroko hardwood and Spotlite glass panels are well seen. Modern lighting fittings, not seen in the picture, complete a "contemporary" decor.**



Much of the work of the National Pharmaceutical Union depends on the quick availability of recorded information. By levelling-up floors here and putting in new partitions there the architect, Mr. Christopher D. Robinson, A.R.I.B.A. (Sir Guy Dawber, Fox & Robinson), has made possible a rearrangement that combines pleasant and congenial working conditions with orderly arrangement.

# NEW ZEALAND'S HEALTH SERVICE

## New drugs costly but " we cannot afford to do without them "

NEW Zealand obtained " good value " for its expenditure on drugs and there could be " no doubt whatever " that the savings achieved in recent years in lives and human suffering, in economic losses through illness and injury, have been worth far more, even in terms of cash, than was ever spent on prescriptions, states the report of the Department of Health for the year ended March 31. New and potent remedies would continue to be produced " . . . they will be costly, but we cannot afford to do without them. While pursuing a vigorous campaign for careful prescribing, therefore, we must continue our policy of making the best of the new drugs available at the cost of the fund so soon as their worth has been established."

Much of the report deals with problems arising from the use of agricultural chemicals. Of Dangerous Drugs, the report states that total consumption over the years has shown a fluctuating increase greater than the population increase. The number of known addicts has decreased irregularly from a peak figure of seventy-two in 1953 to forty-two in 1957. That has been due to successful early detection by inspecting pharmacists and the willing co-operation of the medical profession with the Department's requirements. The report notes that the provisions of the Poisons Act, 1934, have become inadequate to deal with problems connected with poisons. Many more new poisons, in larger quantities, for use by new methods, have entered New Zealand during the past ten years than existed when the Act was introduced. Highly toxic substances have been sold and used without regard for the hazards involved. The toll of human suffering from poisoning could not be measured, but it was known that in 1956 about 930 cases of poisoning were treated in hospitals at an estimated cost of £16,000 or more. In large measure those cases arose from carelessness in the home, but inquiries showed that there was a general laxity in observing reasonable safety measures in many places where poisons were handled, packed and sold. Information was being collated to enable the provisions governing distribution and use of poisons in New Zealand to be improved.

As previously reported (*C. & D.*, August 9, p. 136), the costs of the pharmaceutical benefits were £510,059 less than estimated. The total expenditure was £4,466,541 for 12,204,000 prescriptions; the average cost per prescription being 7s. 3¾d. The number of prescriptions per head was 5·5 at a cost of £2 per head of population.

Apart from 1953–54, when the restriction of ordinary prescriptions to a fifteen-day supply was introduced, the 1957–58 period was the only occasion when the expenditure on pharmaceutical benefits dropped below that of previous years. From June 1, 1957, ordinary prescriptions were restricted to quantities not exceeding a ten-day supply, and at the same time the extended supply provisions were relaxed, permitting the issue of specially endorsed prescriptions for any period from one to three months. The year's improvement as a whole was a combined result of the halt in the rising average cost of prescriptions and the drop in the total number issued. The department's impression was that an increasing awareness on the part of doctors of the importance of the pharmaceutical costs and their growing interest in that aspect of their work were in large measure responsible for the improvement. The report states it would be foolish to suggest that, because there was a break in the rising costs of pharmaceutical benefits, they could be pegged at their present level. That could only be done at the expense of progress in methods of treatment, and that was something New Zealand could not afford.

# LEGAL REPORTS

## Diverted Pethidine for Own Use

AFTER the hearing had been adjourned a fortnight ago for further medical evidence, Dr. Marcus Gershon Lucas, Stratford Road, Shirley, Warwicks, was put on probation for two years on condition that he received medical treatment under a psychiatrist for the first year. It was alleged that Dr. Lucas had obtained pethidine for patients and diverted it wholly or partly to his own use. He pleaded guilty to another thirteen similar charges and was fined in all £325.

## Illegal Sale of Codeine

AT Salford, on September 23, James Albert Crossley, a shopkeeper, Swinton Park Road, Pendleton, was fined £10 for selling a product (compound codeine tablets, B.P.) not being an authorised seller of poisons, and £10 for selling the tablets without labelling them with his name and address. Crossley admitted the offence but said he did not know any breach of the regulations was involved. The tablets had been ordered from a wholesaler's traveller in the usual way by his assistant, who was under the impression that they were " no different from aspirin."

## Seven Fined for Pilfering

AT the Shire Hall, Nottingham, on September 12, seven employees of Boots Pure Drug Co., Ltd., Beeston, appeared before the magistrates on

charges of larceny and receiving. The prosecution stated that, as a result of such petty pilfering, goods would pass from one employee to another and the offences "snowball." All seven of the employees had been sacked. One had been with the company since 1917, and all were earning more than £10 a week. Fining the men a total of £135, the chairman said: "This series of offences is very serious, and we cannot treat them lightly." The convicted persons included a cleaner, a chemical worker, two lorry drivers and two labourers.

### Bankrupt's Credit from Chemist

AT Hampshire quarter sessions recently Dr. John Stephens Horsley, a psychiatrist, was fined £25 for obtaining £125 in credit from a Brockenhurst chemist without disclosing that he was an undischarged bankrupt. Dr. Eric G. Howe, Queen Anne Street, London, W.1, called by the defence, said that Dr. Horsley was working under him at a clinic and was also doing some private work. Prosecution said Dr. Horsley's deficiency had been £3,780, and at the time of the final order it was expected that unsecured creditors would be paid one shilling in the £. The chairman said the court had taken into account that Dr. Horsley seemed to be struggling to get back into his profession and had had family troubles, illness and an accident that might well have affected his financial affairs. Mr. Kenneth John Martin, M.P.S., Rhinefield, Brockenhurst, said he allowed Dr. Horsley credit, but had no recollection of Dr. Horsley's saying he was a bankrupt. In evidence, Dr. Horsley said he realised that he could not obtain credit for more than £10 without disclosing his bankruptcy. Nearly all his work at the time was being done in a nursing home near Brockenhurst, and he visited Mr. Martin to obtain goods and to cash cheques. He remembered saying to him that it was awkward for him as a bankrupt to change cheques.

## COMPANY NEWS

**Last year's figures in parentheses**

CIBA LABORATORIES, LTD.—Mr. J. G. Bedford (manager of the company's Pyewipe, Grimsby, factory) has joined the board.

UNITED GLASS BOTTLE MANUFACTURERS, LTD.—Interim report states that in period January–June an improvement in profits over first half of 1957 was achieved. Costs remained steady and savings continued from factory modernisation. Considering the indifferent weather the volume of sales of the group's products was satisfactory.

A NEW company has been formed in the United States in which Imperial Chemical Industries, Ltd., and Celanese Corporation of America have equal shareholdings for the purpose of manufacturing in the United States a polyester fibre that is chemically the same as Terylene. The location of the plant to manufacture the fibre has not yet been decided. The plant is expected to have an eventual capacity of 40,000,000 lb. a year.

THOMAS HEDLEY & CO., LTD.—Operating profits for year ended June 30 rose from £1,869,086 to £2,838,027 after providing £355,028 (£327,609) for depreciation and directors' remuneration as managers of £73,869 (£70,292). Tax, including £110,000 (£58,000) deferred by initial allowances, takes £1,314,338 (£917,191), leaving a net profit of £1,523,689 (£951,895). The directors state that the value of exports amounted to some £2 millions. During the year £800,000 was spent on research activities and in addition about £100,000 on capital equipment for research. The Procter & Gamble group (which controls Hedley) reports profits of £52·64 millions (£48·73 millions) and a net balance, after tax, of £26·14 millions (£24·22 millions). Mr. W. M. Ittmann has been appointed an associate director in the overseas division of Procter & Gamble and will be succeeded as managing director of Thomas Hedley by Mr. K. W. Streith.

IMPERIAL CHEMICAL INDUSTRIES, LTD.—The company is paying an interim of $2\frac{2}{3}$ per cent. for 1958, equivalent to the previous year's rate after adjusting for the one-for-two scrip issue. The 1957 final was 8 per cent., equivalent to $5\frac{1}{3}$ per cent. on the increased capital. Group sales to external customers in the first half of 1958 were £232 millions—£4 millions higher than for the second half of 1957 but a fall of £3 millions from the figure for the corresponding 1957 period. Group income, before tax but after substantially heavier depreciation charges, amounted to £24·40 millions (£30·24 millions for the corresponding 1957 period). After tax and minority interests, the balance applicable to the company is £12·43 millions, which is an increase over the £11·92 millions of the previous six months, but is lower by nearly £2·5 millions compared with the first half of 1957. The increase in depreciation provisions results from the bringing of more new plants to the production stage, and they have also been increased by approximately £1·2 millions for the first half of 1958 as a consequence of the revaluation of physical assets. Trading conditions in the first half of 1958 were more difficult than in recent years, it is stated. There has been little change in total turnover of products manufactured by the group despite the commissioning of new plants. The decrease in group income before tax compared with the first half of 1957 is principally due to the operation of some plants at lower outputs and to increase in wage and salary rates and in fuel and transport charges, without corresponding increases in selling prices.

### New Companies

ROBERTS CHEMISTS (BOND STREET), LTD. (P.C.). — Capital £1,000. To carry on the business of chemists, druggists and librarians, etc. Directors: Alexander Simpson and Joyce V. Gosling. R.O.: 188 Piccadilly, London, W.1.

## BUSINESS CHANGES

TICKOPRES, LTD., is the new title adopted by Dapag (1943), Ltd., 7 Old Bailey, London, E.C.4.

THE Dublin office of Pharmaceutical Specialities (May & Baker), Ltd., has moved from Kildare Street to 12 St. Andrew's Lane (telephone: Dublin 71443).

### Appointments

DISTILLERS CO. (BIOCHEMICALS), LTD., The Broadway, London, S.W.19, have appointed the following additional representatives:—Mr. L. J. Mounfield (East Yorkshire); Mr. R. W. E. Norton (Central and East London); and Mr. J. C. Price (South-west England). Mr. O. A. R. Newton has taken up duties as a veterinary representative in South-west England.

## OVERSEAS VISITS

DR. F. S. GORRILL (deputy managing director, Evans Medical Supplies, Ltd.) left London airport on September 17 for a business trip to the United States. He expects to return on October 23.

MR. A. ALBERMAN (founder and managing director, Innoxa (England), Ltd., and Scientific Pharmacals, Ltd.), is leaving London by air on October 5 for a tour of several of his company's branches and agencies overseas. His itinerary will take him via East, Central and South Africa to the company's branch in Australia. On the way back he intends to visit New Zealand, Hong Kong, Singapore and Ceylon. Mr. Alberman hopes to be back in London just before Christmas.

## PERSONALITIES

MR. V. NOEL-PATON, Culter House, Biggar, Lanarks (chairman, T. & H. Smith, Ltd., Edinburgh), has assumed (as one of the new Life Peers) the title of Baron Ferrier of Culter in the County of Lanark.

MR. W. BURGOYNE, M.P.S., who was for twenty-two years manager of the High Street, Boston, Lincs, branch of Boots, Ltd., retired on September 27. He is succeeded by Mr. George Grimes, M.P.S.

MR. J. E. JONES, M.P.S., who has been in business as a chemist in the Oswestry district for fifty-two years, retired at the end of September. Apprenticed with Mr. T. Jones, M.P.S., of Oswestry, sixty-five years ago, he set up in his first business in 1906 at Cefn Mawr. In 1921 he took over his present business. He recalls the introduction of tablets; "previously medicines were mixtures, powders and capsules." For fifteen years he served as a justice of the peace until he reached the compulsory retiring age of seventy-five. He has been connected with religious and social bodies in the Oswestry district. Mr. Jones is succeeded in his business by Mr. H. R. Edwards, M.P.S.

MR. J. G. BEDFORD, who has been appointed to the board of CIBA Laboratories, Ltd. (see above), joined the organisation twelve years ago. He has been responsible for the development of the company's Pyewipe, Grimsby, chemical factory since its inception.

MR. P. V. COLEBROOK, A.M.I.Chem.E., now the managing director of Pfizer, Ltd. (see *C. & D.*, September 27, p. 326), joined the company as works and production manager in 1952. Mr. Colebrook became one of the youngest directors of Pfizer anywhere in the world when two years ago at the age of thirty-two he was elected to the board of Pfizer, Ltd. After leading the rapid building up of the production teams and facilities he was given overall responsibility for quality control and research.



## MARRIAGES

BLACOW—POWELL.—At Caxton Hall, London, S.W.1, on September 29, Norman W. Blacow, M.P.S., 66 Cliff Road, Leeds, to Della Powell, Knypersley, Staffs. Mr. Blacow is chief pharmacist at Leeds General Infirmary where his bride was a nurse.

HAMILTON — JONES. — At Cooke Centenary Presbyterian Church, Belfast, on September 24, Mr. H. M. Hamilton, M.P.S.N.I., 20 St. Jude's Parade, Belfast, to Miss E. Jones, M.P.S.N.I., 26 Ava Park, Belfast.

RITCHIE — WATSON. — At St. Jude's Parish Church, Belfast, on September 24, Mr. W. A. Ritchie, M.P.S.N.I., Forthill, Ballycarry, co. Antrim, to Miss W. Watson, S.R.N., 44 Glen Hugh Park, Saintfield Road, Belfast.

## DEATHS

BURNETT.—In hospital at Hastings, recently, Mr. George Burnett, M.P.S., 55 Bohemia Road, St. Leonards-on-Sea, Sussex, aged fifty.

CUMMING.—Recently, Mrs. Elsie Cumming, wife of Mr. H. D. Cumming, M.P.S., 146 Edleston Road, Crewe, Ches.

DALRYMPLE. — Recently, Miss Jean Swan Dalrymple, M.P.S., St. Mary Street, Kirkcudbright. Miss Dalrymple, who qualified in 1921, had been in business in Kirkcudbright for the past eighteen years.

DOWNIE.—On September 23, Mr. George Spence Downie, M.P.S., George Street, Mytholmroyd, Yorks, aged sixty-one. A native of Aberdeen Mr. Downie went to Halifax in 1825 to open a pharmacy for Halifax Co-operative Society, Ltd. Twenty years later he held a post with National Co-operative Chemists, Ltd., but in 1950 he bought the business of Mr. C. Nicholl, New Road, Mytholmroyd, and continued the chemist's business. At one time he was an active member of Halifax branch of the Pharmaceutical Society.

FRY.—On September 8, Mr. Walter Charles Fry, M.P.S., 16 Calverley Road, Tunbridge Wells, Kent, aged sixty-four.

GEMMELL.—On September 23, Mr. David Gemmell, F.P.S., Eglinton Street, Beith, Ayrshire, aged eighty-two. Mr. Gemmell attended the British Pharmaceutical Conference in Llandudno on the previous week and had been in his usual good health. He was a former chairman of the Glasgow and South-western Scottish Branch of the Pharmaceutical Society (1942–44). He leaves a widow and one son.

GRAHAM.—On September 11, Mr. Walter Graham, B.Sc., Ph.D., F.R.I.C., Thittabwe, Dumbuck, By Bowling, Glasgow, aged forty. Dr. Graham had been with Organon Laboratories, Ltd., as a research chemist for the past twelve years, and prior to that was with the Chester Beatty Research Institute.

GREGORY.—On September 28, suddenly, Mr. Edward Gregory, Elbar, Regent Road, Lostock, Bolton. Mr. Gregory was head of the buying department of Wigglesworth, Ltd., with whom he had served since 1911.

HOLLOWAY.—On September 16, Mr. Arthur Wilfred Holloway, M.P.S., 40 Edward Road, Smethwick, Staffs. Mr. Holloway qualified in 1920.

LATTY. — On September 13, Mr. William James Latty, M.P.S., Cheswell High Street, Wargrave-on-Thames, Berks. Mr. Latty qualified in 1918.

LOWE. — On September 15, Miss Elizabeth Mary Christian Lowe, M.P.S., 26 Brunswick Road, Gloucester. Miss Lowe qualified in 1920.

SKITT.—At his home on September 23, Mr. James Henry Skitt, M.P.S., 105 High Street, Ramsgate, Kent, aged eighty-five. Mr. Skitt settled in Ramsgate about sixty years ago when he became manager of a chemist's shop in King Street. Later, he took over the business, expanding until he had three other shops in the town. Mr. and Mrs. Skitt would have celebrated their diamond wedding in February next year.

SMITH. — On September 22, Mr. Basil P. Smith, M.P.S., 5 The Parade, Croydon Road, London, S.E.20, aged fifty-four.

# NEW FACTORIES IN AUSTRALIA

### Essential oils and essences to be produced







NEW factories for W. J. Bush & Co., Ltd., and their associated companies, were opened recently by the Governor of Victoria (Sir Dallas Brookes) at Mentone, Victoria, Australia.

**Export Plans**

Products to be manufactured at the Mentone factories include essential oils for the perfumery and cosmetic industry in Australia and flavouring essences for the food and soft drinks industries, and for domestic use. Alongside the W. J. Bush premises at Mentone is a new Potter & Moore factory where a full range of fragrance products is manufactured for sale in Australia and for export to countries in South-east Asia. The Australian market is a rapidly expanding one and women are very receptive to new trends in cosmetics, so the Potter & Moore organisation in that country, directed by Mr. H. I. Fader, works continuously on the development of new lines suitable to the Australian market, and to adapt products to the needs of that particular market.

Joint managing directors of W. J. Bush & Co. (Australia), Ltd. are Mr. William C. Thomas, son of the founder of the Australian branch of W. J. Bush and Mr. J. A. D. Paul, who joined the London company in 1931, and went to the Australian company after 1945.

As well as the Mentone establishment, and offices in Melbourne, Messrs. Bush have a new modern building and manufacturing unit in Sydney, a new building in Brisbane, branches in Adelaide and Perth, and modern citrus products factories at Mellendon, Western Australia and Northern Victoria.

Mr. Eric L. Bush (chairman, W. J. Bush & Co., Ltd., and managing director of Potter & Moore, Ltd.), who returned recently to London from Australia was present at the opening of the new factories.

# TRADE NOTES

**A New Size.**—Camden Chemical Co., Ltd., 61 Gray's Inn Road, London, W.C.1, state that Camco brand lithium carbonate tablets (250-mgm.) are now available in bottle of 100.

**Discontinued.** — Merck Sharp & Dohme, Ltd., Hoddesdon, Herts. have discontinued issuing their Tracinets lozenges; no further stocks are available.

**Redesigned Showroom.** — Sangers, Ltd., 258 Euston Road, London, N.W.1, have redesigned their showroom, and welcome all chemists to visit an exhibition of Christmas goods which opened there on October 1.

**Lower Price Plus Gift.** — Television advertising booked by D. & W. Gibbs, Ltd., Hesketh House, Portman Square, London, W.1, during October and November for Gibbs S.R. tooth-paste




**DISPLAY LINK WITH TV: Outers for GIBBS SR tooth-paste carrying details of TV special offer, October–November.**

is featuring an offer of reduced prices that save the customer threepence, fivepence and eightpence, according to size, plus a manicure/vanity set at a special price.

**Policy Statement.**—Antiference Group state that, having acquired the Acme Vacuum Flask Co., Ltd., Phoenix Works, Bridgend, Glamorgan, they are improving considerably on existing production rates and introducing new and better marketing arrangements. The products are being sold at fixed retail prices, and distributed through accredited wholesalers. New models are being introduced and steps taken to speed up delivery.

**Distribution in Eire.**—Geigy Pharmaceutical Co., Ltd., have appointed Antigen, Ltd., Roscrea, co. Tipperary, the distributors for their medical and veterinary products in the Republic of Ireland from October 1. Supplies of Geigy products will continue to be available to retail chemists through the usual trade channels. Messrs. Antigen have opened a temporary depôt in Dublin, the address of which is J. G. McSwiney (1949), Ltd., 14 Harcourt Street, Dublin (telephone: Dublin 53191).

**Campaign in the North-east.** — Bremner-White, Ltd., 13 Elm Street, Newcastle-on-Tyne, 4, have recently mailed to all chemists in Northumberland and Durham a circular offering an Autumn bonus on their Bronguard bronchial mixture. Introduced in January 1958, the mixture met with marked success, and is now being backed by an advertising campaign covering the two counties. All advertisements emphasise that the product is available from retail chemists only. Bronguard is available in bottles of two sizes. Stocks may be obtained either direct or from Hall, Forster & Co., Ltd., Temple Street, Newcastle-on-Tyne, 1; Mawson & Proctor Pharmaceuticals, Ltd., Low Friar Lane, Newcastle-on-Tyne, 1; Sangers, Ltd., 46 Elswick Road, Newcastle-on-Tyne, 4; or from Wilkinson & Simpson Ltd., Low Friar Street, Newcastle-on-Tyne.

## Bonus Offers

GOYA, LTD., Badminton Court, Amersham, Bucks, "Beauty Plus" all-in-one beauty cream in plus-size tube. Twenty-six invoiced as twenty-four. Until October 31. [Corrected note.]

MENTHOLATUM CO., LTD., Slough, Bucks. Balm, inhalant capsules, nasal liquid and deep-heat rub. Additional 5 per cent. on orders value £5 and over for settlement within thirty days. Orders may be mixed.

GEORGE SPENCER & SON, LTD., Kynance Place, Gloucester Road, London, S.W.7. Breck shampoo. Two 4-oz. bottles free with parcel containing twenty $2\frac{1}{2}$-oz. and eight 4-oz. bottles.

BREMNER-WHITE, LTD., 13 Elm Street, Newcastle-on-Tyne, 4. Bronguard bronchial mixture. Thirteen invoiced as twelve. Until October 31 (counties of Northumberland and Durham only).

C. H. BOEHRINGER SOHN, Ingelheim-on-Rhine, Germany (distributors: Pfizer, Ltd., Folkestone, Kent). Dulcolax; and Finalgon ointment. Twelve invoiced as ten.

RADIOL CHEMICALS, LTD., 78 Upper Richmond Road, London, S.W.15. Radian products (Radian-B aspirin spirit liniment, Radian-$\alpha$ spirit dressing, Radian massage cream, soothing cream, bath salts and ovals). Extra 5 per cent. on direct orders of £3 and upwards in return for fortnight's window display.

## INFORMATION WANTED

**The Editor would appreciate information about the following:**

Bright Smith nebuliser.
Kleenair.

# SERVICING DRY-SHAVERS

## New unit designed for quick handling

IN a new building standing next to the company's main service premises at Waddon Factory Estate, Purley Way, Croydon, Surrey, Philips Electrical, Ltd., have set up a new Philishave servicing unit, claimed the most modern in the country. It has been designed to offer a speedy and efficient service, enabling shavers normally to be dealt with on the day of receipt and be on their way back to the customer by the same afternoon's post.

The repairers work at benches placed either side of a moving belt. Each bench is equipped with all necessary tools and spares, so that the mechanic can carry out his work without leaving his seat. Above each bench is a box into which incoming shavers are placed for cleaning by compressed air before work upon them commences. A grinding wheel for smoothing the commutators of the rotors is also provided. Dust and other particles are automatically removed from the cleaning boxes by exhaust fans. After service, the shavers are given a complete electrical and mechanical test and are sterilised. A proportion of the day's work is also subjected to a series of quality control tests, which serve as a check both on the service and on production.



**GENERAL VIEW OF THE UNIT: Above each bench is a special box into which incoming shavers are placed for cleaning by compressed air, the dust being automatically removed by exhaust fans.**

# NEW PRODUCTS AND PACKS

**Deep-heat Rub.** — The Mentholatum Co., Ltd., Slough, are marketing a new product, Mentholatum deep-heat rub, which they describe as "the latest anti-rheumatic cream in the biggest mass market of all."

**Antibiotic in Syrup.**—Glaxo Laboratories, Ltd., Greenford, Middlesex, announce the introduction of a new speciality, Biotexin syrup, each 5-ml dose of which contains 125 mgm. of novobiocin as calcium salt. The pack is a 2-oz. bottle.

**Pain-relieving Ear Drops.**—Prepared for use in the treatment of otitis media and otitis externa, Tympalgin ear drops are claimed to relieve pain, reduce congestion and combat infection. They are supplied in droppered bottles of $\frac{1}{4}$ and $\frac{1}{2}$ fl. oz. The manufacturers are Silten, Ltd., Silten House, Hatfield, Herts.

**Reformulated and Repacked.**—Genatosan, Ltd., Loughborough, Leics, announce that Procelium powder, for use in the prevention and treatment of athlete's foot, is now made in a new formula and marketed in a polythene puffer pack containing 25 gm. The product is now free of purchase tax.

**Testosterone Derivative by Mouth.**—CIBA Laboratories, Ltd., Horsham, Sussex, are marketing a new speciality Ultandren, a halogen derivative of testosterone claimed fully active when taken by mouth. Ultandren is understood to have androgenic and anabolic activities at least five times greater than methyltestostcrone, and so effectively to replace the injection or implantation of testosterone preparations. The packs are bottles of twenty-five, 100 and 500 1-mgm. or 5-mgm. tablets.

**Reserpine with Orphenadrine.** — Camden Chemical Co., Ltd., 61 Gray's Inn Road, London, W.C.1, are marketing a new medicinal speciality, Elimit, a tablet containing reserpine, 1 mgm.; and orphenadrine hydrochloride, 50 mgm. The new product is claimed to make available "fully effective reserpine therapy" and either to obviate or to reduce considerably the side effects often experienced when reserpine is given in psychiatric dosage. Elimit is intended for the treatment of acute and chronic psychoses, particularly schizophrenia. It is issued in bottles of 100 and 500 tablets.

**Oral Treatment for Colds.**—Triominic, a new speciality offered by A. Wander, Ltd., 42 Upper Grosvenor Street, London, W.1, is described as "the new concept" for relief of the common cold. The product is in two forms, containing, in tablets the decongestant and anti-allergic drugs phenylpropanolamine hydrochloride, 50 mgm.; mepyramine maleate, B.P., 25 mgm.; and pheniramine maleate (S.4) 25 mgm., and in syrup the equivalent of $\frac{1}{4}$-tablet in each teaspoonful. Taken thrice daily in "timed-release" tablet form, Triominic "provides around-the-clock relief from running nose and postnasal drip." The packs are bottles of fifty and (dispensing) 250 tablets, and 2 and 20 fl. dr. of syrup.

**Amber Glass Bottles.** — Beatson, Clark & Co., Ltd., Rotherham, Yorks, announce that, to meet an increasing demand for amber glass medical bottles, panels and ribbed ovals, they have decided to manufacture and stock a range of selected sizes. Amber medicals, with screw-neck finish, are offered in 4-, 8- and 16-oz. sizes; panels, also with screw-neck finish, in 2-, 4-, 8- and 16-oz. sizes; and ribbed ovals in $\frac{1}{2}$-, 1-, 2-, 4- and 8-oz. sizes. The bottles are packed in closed cartons and stocks are available for immediate dispatch. Messrs. Beatson also carry good stocks of amber tablet bottles in sizes 3 dr. to $3\frac{1}{2}$ oz. The Beatson series of white flint glass bottles is unchanged.

**Lighter and Lipstick Set.** — Colibri Lighters, Ltd., 69 Warren Street, London, W.1, in conjunction with Revlon




International Corporation, 86 Brook Street, London, W.1, are introducing a combined presentation lighter-and-lipstick-set. The set comprises a "brushed silver" standard Colibri cigarette lighter and, in matching case, a Futurama lipstick. They are packed in a grey leather satin-lined case.

**Brushes and Brush Sets.** — Spa Brushes, Ltd., Freeman Works, Chesham, Bucks, are marketing a new Spa range of gift brushes and brush sets. All are packed in attractive gift boxes and are in a wide range of colours including "contemporary" shades.

**Propelling Eye Pencil.** — Crystal Products, Ltd., Hook Rise, Kingston By-pass, Surbiton, Surrey, are marketing a new Outdoor Girl cosmetic product a propelling eye pencil with refill. The pencil is available in black, dark brown, light brown, grey and blue-green shades.

**In the Pink.**—Bowater-Scott Corporation, Ltd., Bowater House, Knightsbridge, London, S.W.1, have made pink tissues available in the shilling size of Scotties wet-strength facial tissues. Until now the coloured tissues in yellow and pink have been available only in the larger "economy" size.

**Autumn Lipstick Shade.**—Coty (England), Ltd., Coty House, 3 Stratford Place, London, W.1, announce the introduction of "Bermuda coral," a new lipstick shade for the autumn in the Coty "24" lipstick.

**Television Spectacles.** — Whitecross Optical Co., Frederick Works, Rochester Place, London, N.W.1, are marketing new Whitecross television glasses in display carton containing four pairs of one variety and two of another. An extensive advertising campaign for the television glasses commences in mid-October.

**Body Lotion cum Talc.** — Steiner Products, Ltd., 66 Grosvenor Street, London, W.1, in introducing their latest product Feminin, describe it as "a fluffy foam that combines the functions of a body lotion and talcum powder." A little is taken in the hand and smoothed over the skin, on which it disappears, "leaving no haze of powder to be cleared away." The product has a light, delicate perfume that does not clash with other perfumes.

**For Longer Heat Retention.** — A hot-water bottle, the Warmline, ribbed on both sides for longer heat retention without the use of a loose cover, is the latest bottle to be released by William Freeman & Co., Ltd., Subaseal Works, Peel Street, Barnsley. The bush is vulcanised into the body, eliminating the use of all metal bands, and is complete with a Schrader stopper. The Suba plastic hot-water bottle is now available in flame red, electric blue and kingcup yellow colours.

**Reformulated.**—Munro Vitarex, Ltd., 11 Bond Street, London, W.1, announce that Creme Regenoderm, a preparation they especially recommend to counteract and prevent wrinkles, has been reformulated. They state that a slight peeling is brought about by the cream, causing the epidermis to get rid of dead skins, thus "brightening up tarnished or mottled complexions, softening the grain of the skin and tightening the pores." The cream is packed in air-tight tubes in two sizes.

**New Beauty Series.** — H. Bronnley & Co., Ltd., Warple Way, London, W.3, have introduced a new range of beauty products, Bronnley's beauty lotion, beauty Cologne (in large and travel




sizes), and beauty bath essence (in large and travel sizes). The products are available in rose geranium, English fern and sweet-pea perfumes and there are corresponding talcum powder and purse perfumes.

# PHARMACEUTICAL SUPPLIES IN PERSIAN GULF

## Market report from Bahrain

A REPORT on the market for pharmaceutical and hospital supplies in Bahrain, Qatar, the Trucial States and Muscat and Oman has been prepared by the Commercial Secretariat of the British Residency, Bahrain. The following is an abstract.

**All Requirements Imported**

In Bahrain there is no local manufacture of hospital and pharmaceutical supplies and all requirements have to be imported. The United Kingdom has a commanding lead in the market for drugs and medicines, and supplied £115,740 worth of Bahrain's total imports of £152,865 in 1957. Bahrain's imports of drugs and medicines have increased steadily over the past five years: imports in 1953 amounted to £63,215. During 1957 Bahrain re-exported drugs and medicines to the value of £20,890, her chief customer being Saudi Arabia, which took £15,390 worth. The more prominent importers of drugs and medicines also conduct retail businesses in drugs and medicines and there is a good demand for proprietary medicines despite the provision of an almost free medical service by the Bahrain Government. There are about seven private medical practitioners in Bahrain, in addition to twenty-three (of the thirty-three) Government doctors who have a private practice. All prescribe proprietary medicines; there are no qualified dispensers in Bahrain outside the hospitals. Six of the eight hospitals in the country are government hospitals. The outstanding feature of the illnesses among women patients was the frequent occurrence of anæmia. Malaria control has reduced the incidence of malaria, once a serious scourge, to relatively minor proportions.

The advertising of proprietary brands of medicines may best be carried out in the local newspaper and by slides or short films in the local cinema. Labels and directions on medicine bottles and packets must be printed in Arabic. Visits to Bahrain (and the other Gulf States) by manufacturers' representatives are the best method of sales promotion, says the report.

Qatar has four hospitals including a recently opened State hospital, built at a cost of £3½ millions with 130 beds. Qatar provides a completely free medical service to all residents of Qatar, of no matter what nationality. Additionally it provides free medical treatment abroad for Qatari nationals in cases which cannot be treated locally. As with a number of other British manufactured goods, the manufacturers of pharmaceutical supplies are represented by local agents. Both the Qatar Government and the Qatar Petroleum Co. (who operate two hospitals), however, order their supplies direct from the United Kingdom—the Government through its London agents, Messrs. C. Tennant, Sons & Co., Ltd., 4 Copthall Avenue, London, E.C.2, and the oil company through its parent company, the Iraq Petroleum Co., Ltd., 214 Oxford Street, London, W.1. Although the Qatari merchant is usually well capable of handling the sole agency for the majority of consumer goods, pharmaceutical supplies require a rather more specialised knowledge. There is the risk that, through lack of that specialised knowledge and as a result of the climate, drugs will deteriorate, hence direct ordering. The position is, therefore, that the agent in Qatar receives a commission from the manufacturer on the supplies ordered by either the State Medical Department or the oil company. Since the medical service is entirely free of charge there is no public demand for proprietary medicines, but there is a small demand for such products as cotton wool, adhesive plaster, etc. British manufacturers have the lion's share of the pharmaceutical market. German, French and American firms are represented and some medical supplies are purchased by the State Medical Department from those firms. Statistics showing imports by source of origin are not available but Qatar's imports during the first eleven months of 1957 amounted to about £25,000 (excluding Qatar Government and Qatar Petroleum Co. purchases).

Since all cargoes are unloaded at Umm Said and brought to Doha by lighter or truck, robust packing is essential.

**Local Agencies**

While the number of local firms capable of handling sole agencies is limited, nevertheless it is essential that United Kingdom manufacturers and suppliers appoint sole agents in the territory to deal with the territory. The practice of appointing an agent elsewhere in the Gulf to cover Qatar is as outmoded as it is unrealistic, states the report. There is little prospect of selling any commodity if the sole agency is not offered locally and the best advertisement of any product is a visit by a representative of the manufacturer.

At present there are three chemists in the Trucial States, who are well stocked with proprietary brands of medicines and drugs. In 1957 the United Kingdom supplied £6,739 out of a total of £10,339 of imported medicines.

The market for pharmaceutical and hospital supplies is small, but since the main competitors are European, there is a chance for British exporters to expand their trade in the Trucial States. The possibility of oil being discovered in the Trucial States should also be borne in mind when assessing the prospects of this market.

In Muscat and Oman imported pharmaceuticals are obtainable in the bazaars at Muscat and Mutrah. Some are obtained against prescriptions issued by the hospitals (of which there are two), but a great deal of the buying is haphazard. Items include penicillin and other antibiotics and "patent" cures and medicines. There is no official control over the sale of those articles. The most prevalent diseases are malaria and dysentery; tuberculosis, typhoid and trachoma are common. There is little likelihood of any great expansion in the near future of existing hospital facilities, owing to the shortage of funds, though the Sultanate plans to open six more dispensaries and sub-dispensaries in the interior.

Dangerous Drugs may be imported only by the hospitals, Petroleum Development (Oman), Ltd., and the Sultanate Government. Annual indents are submitted for approval. There are no other regulations in respect of the importation of pharmaceuticals. A customs duty of 10 per cent. is levied on pharmaceutical products and 75 per cent. on opium and similar drugs.

The climate is extremely hot in the summer, with periods of heavy humidity, and goods should be packed accordingly. There are fairly regular monthly calls by ships of the Strick Line direct from the United Kingdom. Small consignments can be sent by post.

Trade is done on a retail commission basis, the agent's margin of profit being about 10 per cent. Direct agencies are preferred.

Bahrain, Qatar and the Trucial Shaikhdoms and Muscat are in the sterling area and the currency ordinarily used is the Indian rupee (£1 = Rs. 13·285) although the Maria Theresa dollar is widely used in the interior of Muscat. The exchange rate between rupees and Maria Theresa dollars varies, the rate in May 1958 being Rs. 330=100 M.T. dollars.

## AMERICAN LISTED DRUGS

**The American Medical Association's Council on Drugs has recently evaluated the following:—**

PREDNISOLONE ACETATE.—Chemically prednisolone-21-acetate. Relatively non-irritating and therefore suitable for intramuscular administration. Data supplied by Pfizer Laboratories, Inc. Proprietary name: Sterane.

HYDROXYPROGESTERONE ACETATE. — Chemically 17 $\alpha$-hydroxyprogesterone acetate. An orally active ester with an activity above that of ethisterone. Duration of action approximates that of parenterally administered progesterone. Withdrawal bleeding from an œstrogen-primed endometrium occurs within two to three days of a dose of 100 mgm. The drug may be used for all indications for which parenteral progresterone or hydroxyprogesterone caproate may be prescribed. Information supplied by the Upjohn Co. Proprietary name: Prodox.

INFLUENZA VIRUS VACCINE, MONOVALENT, TYPE A (ASIAN STRAIN).—Formaldehyde-killed influenza virus, type A, Asian strain, in a sterile suspension, derived from the extra-embryonic fluids of chick embryos infected with the virus. Standardised in terms of CCA (chicken-cell agglutination) units. Vaccine prepared since December 1, 1957, contains 400 CCA units per cu. cm. Indicated solely for the prophylaxis of epidemic and endemic infections caused by type-A Asian strain of influenza virus. Protection for one year is expected in 70 per cent. of cases. Contraindicated in patients with history of hypersensitivity to egg, chicken or chicken feathers. Local reactions are common. Incidence of side reactions is reduced by intracutaneous administration. Proprietary name: Influenza Virus Vaccine Monovalent, Type A (Asian strain). Data supplied by: Eli Lilly & Co., National Drug Co.; and Pitman-Moore Co.

# FIGURES IN THE PHARMACEUTICAL WORLD

AT the recent Llandudno meeting of the British Pharmaceutical Conference, one of the co-authors of a paper on the clinical evaluation of new drugs was Mr. L. G. Goodwin, M.B., B.S., B.Pharm., B.Sc. Those who heard him must all have been impressed by his masterly lucidity. His modesty and humour, which were also in evidence, should blind nobody to his considerable attainments. Dr. Goodwin has made a number of expeditions to the tropics, taking with him new and untried (or not fully tried) remedies which he has himself administered to patients, noting the effects. His destination each time has been an area in which a particular disease has been especially rampant, and that has taken him on different occasions to Nigeria, Tanganyika and Ceylon. It might be said that any general practitioner with the same medical qualifications as Dr. Goodwin could administer the dose or operate the syringe. That may be so, but what distinguishes Dr. Goodwin and possibly makes him unique is that he has himself played a part in elaborating the remedy under trial, that he himself can and does assess the value and importance of the results, and that in the interim he has, as the leader of a two-man team (with his colleague Dr. O. D. Standen), undertaken personally a whole range of practical tasks inseparable from the investigation, ranging from instrument sterilisation to laboratory examinations. Dr. Goodwin is, in fact, putting to practical application knowledge he has gained in three disciplines: pharmacy, physiology and medicine.

Nephew of another well-known pharmacist, the late Mr. P. D. Goodwin, who was for many years manager of John Bell & Croyden, Wigmore Street, London, W.1, he enrolled as a student at "The Square" in 1933, and graduated B.Pharm., Ph.C., in 1935, gaining his practical pharmaceutical experience principally at Thompson's Pharmacy in Regent's Park Road, London, N.W.1. He returned to the Square as teacher (subject: pharmacy) under Professor Berry. During his two years in that capacity he was studying physiology at University College and when he gained his B.Sc. in that subject he switched to the teaching (again for two years) of physiology and pharmacology, first under Professor J. H. Burn and subsequently under Professor J. H. Gaddum. Continuing his own studies, he took his second M.B. examination at University College in Easter 1939. At that stage, "for financial reasons" he took a post in the laboratories of the Wellcome Bureau of Scientific Research under the late Dr. C. M. Wenyon. There he has continued, through a change of title to the Wellcome Laboratories of Tropical Medicine, and under several principals (successively Dr. Charles Kellaway, Sir John Boyd and Dr. R. S. F. Hennessey), finally himself becoming director of the Laboratories earlier in the current year. In the meantime he had sat for and secured his M.B., B.S. degree, London, and become a member of the Board of Studies in Pharmacology of the University of London.




66. DR. L. G. GOODWIN

Dr. Goodwin has not in recent years been a regular Conference visitor but, by reason of his having been a member of the Action and Uses Committee of the British Pharmacopœia Commission since 1945, he is well known to many of those who are. He did attend the wartime meetings of the Conference, and was in quite another direction intimately identified with pharmacy in being, during the same period, editor of the *Square Chronicle* and producer of plays for the Square Association. His wife is a pharmacist and herself engaged in research work, though in another field. During each academic year Dr. Goodwin gives a series of lectures, and conducts two practical classes, on

chemotherapy to students at the School of Pharmacy, University of London, and each year gives one lecture at Oxford at the invitation of Professor Burn. He was appointed an external examiner in pharmacology, University College of East Africa (Makerere College) in December 1957.

His colleagues in the Wellcome organisation know him also as a graphic



**Part of a cartoon sent home by Dr. Goodwin from one of his expeditions to Africa.**

artist, and the sketch here reproduced from *Foundation News* proves him no mean cartoonist.

As an author Dr. Goodwin contributed three valuable chapters on chemotherapeutic research to Professor Burn's "Biological Standardisation," and has had published in the medical Press articles on the chemotherapy of malaria and trypanosomiasis, and on the treatment of roundworm with piperazine. A quotation from the last-mentioned both illustrates his methods and demonstrates his devotion to his task, for it needs no vivid imagination to appreciate that the examination of many hundred native stools in the humid heat of the tropics is as exacting as it is unpleasant.

> "Field trials," he wrote, "were carried out in a highly endemic area of Tanganyika in the neighbourhood of Kasulu. Patients were selected from out-patient departments, a school, and a native village, on the basis of direct microscopical examination of the stools in diluted Lugol's iodine. . . . Piperazine citrate was effective in removing roundworm from the gut when given in a single dose. . . . The worms were narcotised by the drug and not killed."

Another quotation, taken this time from his article "Daraprim—A New Antimalarial: Trials in Human Volunteers," tells how

> "From January to June 1951, I was working in Africa and therefore had the opportunity of making personal trials with daraprim. The aims of the trial were (a) to take the drug at a dose level higher than was necessary for the suppression of malaria and watch carefully for any toxic effects, and (b) to ensure that I came into contact with infected mosquitoes."

In fact he took 50 mgm. of Daraprim twice weekly for ten weeks, then 25 mgm. daily for twelve weeks and finally 5 mgm. for a further thirty weeks.

One last illustration may be given of the character of a man who is still comparatively young, for all his achievements. After his article on piperazine had appeared, the suggestion was made that the adipate of the compound had properties not shared by the citrate and phosphate. Dr. Goodwin's reply was, after carrying out a series of tests, to describe them in detail and to conclude:—

> "The results of experiments using three salts of piperazine—the citrate, adipate and phosphate—*in vitro* against *Ascaris lumbricoides* showed clearly that those three salts of different solubility were indistinguishable in their activity under the well-defined experimental conditions employed."

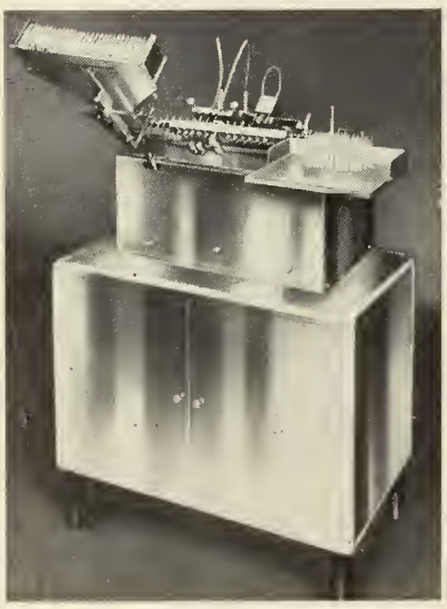
Dr. Goodwin has introduced a new pattern in clinical trials and one which ideally should be emulated by every manufacturer launching a new and potent medicinal speciality. How widely it will be, or can be, followed depends on how many can be found who, with as many qualifications, can show equal industry and resource.

# PACKAGING NOTES

**Transport Containers.**—British Aluminium Co., Ltd., Norfolk House, St. James's Square, London, S.W.1, recently opened a new factory at Carnmoney, Belfast, for the production of the company's Lacon range of aluminium-alloy containers for materials handling and transport.

**Agents for Italian Machines.**—Packaging Machinery (Peters), Ltd., Slough, Bucks, have entered into an agreement with Sarsa, S.p.A., to act as sales agents for that company's Z350 series of automatic unit packing machines. Those Italian-made precision-built machines are designed to handle a wide range of products such as tablets, powders, granulated materials, tooth-brushes, combs, etc. They enable articles of several different forms to be packed into the same sachet.

**Ampoule Filling and Sealing.** — The new high-speed Auto-Ampak machine, manufactured by Autopack, Ltd., Caroline Street, Birmingham, 3, operates on similar principles to the original Auto-Ampak, feeding ampoules automatically two at a time from a magazine to gassing, filling and sealing stations, and sealing them by specially designed burners before finally lifting them and stacking them on a tray ready for removal. The machine is mounted on a fibreglass or stainless-steel table, and the equipment includes a range of precision



syringes (in glass or stainless steel), filling needles, and burners suitable for handling all types of gases. Sealing is either of the tip or draw-off kind. Novel features are that filling adjustments may be carried out while the machine is running. A variable-speed drive, giving a range of 40-90 ampoules per minute, enables optimum filling speed to be obtained with any solution. A fully automatic ampoule feed from a large-capacity, readily adjustable hopper is ensured, and a simple slipping clutch operates immediately the machine is in the least overloaded, thus preventing possibly damaged or broken ampoules. All types of ampoules may be handled, and any spilt liquid is caught in a special tray and prevented from penetrating the mechanism. Patented features eliminate, it is claimed, needle drip and obviate the possibility of charring in the handling of oily solutions.

# WORLD TRADE

**U.S. Interest in Hong Kong.**—Reichhold Chemicals, Inc., of the United States plans to establish jointly with Hong Kong industrialists an affiliate for the manufacture of the company's entire line of industrial synthetic resins, the company announced. The affiliate to be known as Reichhold Chemicals (Hong Kong), Ltd., will build a plant in Hong Kong to be ready for production by the spring of 1959.

**Soviet Aid for India.**—A Soviet delegation of pharmaceutical experts now touring India has decided to recommend to the Indian Government to set up at least two medium-size plants in Kashmir to manufacture antibiotics and other drugs. One of the plants should largely concentrate on the production of herbal medicines since Kashmir has rich variety of herbs. The Soviet delegation is touring India to recommend sites for five drug manufacturing plants on which the Indian Government will spend 340 million rupees and towards which the Soviet Union has promised a long-term loan of 80 million roubles.

**Italian Pharmaceutical Output.** — Italy has become the fourth largest pharmaceutical producer in the world, according to Mr. Charles Iannucci, vice-president of Squibb, S.p.A., Rome. He said in New York that one result of the huge growth in drug output and its improvement in quality was a sharp rise in Italian health standards and longevity. Italy's pharmaceutical production was now exceeded only in the United States, England and West Germany. Mr. Iannucci was in New York to investigate latest manufacturing techniques and research results in the drug field for possible adaptation to Italy. He said Italy was far advanced in production techniques of antibiotics such as streptomycin. Because of this, Italian pharmaceutical products, in particular antibiotics, were being marketed all over the world.

The expansion of the Italian drug industry may not have reached its peak.

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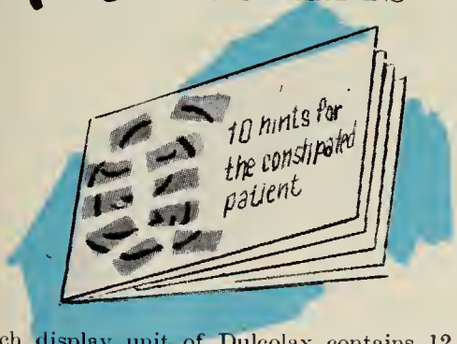
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**FINALGON OINTMENT**—the most potent rubefacient in use—offers prolonged and effective relief from a variety of bleak and painful muscular conditions. Each tube is supplied with a special APPLICATOR for economical and effective use.

**DULCOLAX**—an original, safe, gentle and reliable "contact" laxative agent for all forms of constipation. Available in two forms. Tablets for routine use and suppositories that offer a clean, simple and highly effective alternative to the enema. No side-effects.

*Accept this opportunity* of cashing-in on the new, powerful and persuasive sales-promotion drive now in progress for these products. Both are recognised by the medical profession as leaders in their respective fields—both are sure of a sharp rise in prescriptions in the near future. This DOUBLE BONUS offer is timed for you to take full advantage of the extra sales anticipated. It is an opportunity to stock up and enjoy an even more handsome margin of profit. Don't miss it—fill in and post this coupon NOW!

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The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at
28 Essex Street, Strand, London, W.C.2

TELEPHONE CENTRAL 6565

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

## An "October Revolution"

WHEN, on October 1, 1858, a Medical Act setting up the General Medical Council and authorising the fusion of the London, Edinburgh and Dublin Pharmacopœias was passed, even its promoters can hardly have foreseen the far-reaching, if delayed, effects of their provisions. Six more years were to pass before the first pharmacopœia was issued in 1864, and the reasons for the delay cannot have been well publicised, for THE CHEMIST AND DRUGGIST (January 15, 1864) contained the following paragraph:

"We hope that we shall be in a position to commence our series of articles upon this long-looked-for work in our next number. Its publication cannot well be delayed beyond the present month, as it is advertised in all the medical journals. If we do not see the work shortly, we shall be forced to conclude that it exists only in the imagination of the Medical Council."

The new Pharmacopœia was finally published at the price of 10s. 6d., and one comment that appeared in print, probably not with the authority of the publishers, was "we believe it to be the intention of the Council, when the profits derived from this edition have arrived at a sufficiently remunerative point, to publish a smaller edition at 6s." Another critic wrote, with rather more justification, "One cannot fail to be impressed by its very inconvenient arrangement." Medical men found that it did not contain preparations of which they had experience, and the first combined pharmacopœia was replaced by a second in 1867. That had a better reception. It was considered to be convenient in size and excellent in arrangement and it had an index "full to repletion." Each succeeding edition has reflected the progress of pharmaceutical and pharmacological knowledge, and more and more it has become a book of standards.

As a pharmacopœia bearing a national rather than a city title the British was not the first in the field, though in present prestige and reputation it is the equal of any in the world. The United States produced a national pharmacopœia in 1818 by the expedient of consolidating into one volume two regional pharmacopœias, and the first *Codex Français* also appeared in 1818. The idea of a standard book of specifications for medicinal substances is accepted in all leading countries, and those without the resources to produce their own have at their disposal today an International Pharmacopœia, first published in 1951.

Although it was the Medical Act of 1858 that gave birth to the British Pharmacopœia, legal changes parallel to those of the text of the Pharmacopœia are reflected in the title pages of successive editions. The 1864, 1867 and 1885 pharmacopœias were published "pursuant to the Medical Act 1858." The 1898 edition refers to

"The Acts XXI and XXII Victoria Cap XC 1858 and XXV and XXVI Victoria Cap XCI 1862."

and that style was maintained in both the 1914 and 1932 publications. The 1948 edition refers to the Medical Act, 1858, and the Medical Council Act, 1862. The 1953 B.P., however, contained "a little old and a little new," since it cited both the 1862 Act and the Medical Act, 1950. Consolidation of the legislation had, by the time of publication of the 1958 B.P., become complete, for that work was issued "pursuant to the Medical Act, 1956."

## Overseas Trade in August

ALTHOUGH United Kingdom exports as a whole were down by about £28 millions in August, shipments of drugs, medicines and medical preparations were, at £3,247,836, well maintained. The majority of items for which statistics are published (see table) showed little change from previous months, but alkaloids, aspirin, antipaludics and sulphonamides were above average in amount exported.

Australia, with purchases valued at £311,000, was by far the best customer for prepared drugs and medicines, but Nigeria with £207,143 displaced India (£184,000) from her usual second place. Exports to Canada and the United States continued to show improvement.

| EXPORTS | VALUE |
|---|---|
| | £ |
| Drugs, medicines, medicinal preparations (total) | 3,247,836 |
| Vitamins | 228,442 |
| Penicillin salts | 105,330 |
| Penicillin injections | 50,619 |
| Penicillin tablets, ointments, etc. | 73,324 |
| Antibiotics other than penicillin | 534,191 |
| Quinine | 18,663 |
| Alkaloids, excluding quinine | 106,072 |
| Aspirin | 102,433 |
| Antihistamines | 32,865 |
| Antipaludics | 93,854 |
| Barbiturates | 51,220 |
| Liver extracts | 13,093 |
| Ointments and liniments | 99,367 |
| Insulin | 21,791 |
| Sulphonamides | 112,210 |
| Proprietary medicines | 813,892 |
| Other medicines, unclassified | 755,883 |
| Glycerin | 74,169 |
| Acetone | 79,496 |
| Citric acid | 34,550 |
| Salicylates | 10,616 |
| Perfumery and toilet preparations | |
| Lipstick, face powder, etc. | 280,883 |
| Dentifrices | 196,746 |
| Toilet soaps | 251,568 |
| Synthetic detergents | 515,872 |
| **IMPORTS** | **£** |
| Vitamins | 51,947 |
| Antibiotics | 31,148 |
| Alkaloids | 33,345 |
| Proprietary medicines | 67,995 |
| Unclassified medicines | 306,586 |
| Borax | 325,696 |
| Iodine | 781,228 |
| Menthol | 90,517 |
| Essential oils | |
| Bergamot | 22,142 |
| Citronella | 16,994 |
| Clove | 14,794 |
| Geranium | 33,610 |
| Lavender | 4,328 |

# SHARE MOVEMENTS, July to September

BUSINESS and interest in the industrial department of the London Stock Exchange during the third quarter of 1958 were again on a larger scale than previously, the political uncertainties which developed during the period never having more than a temporary adverse effect. Drug-trade-company shares enjoyed their full quota of the total amount of trading and inquiry evident, and most prices moved to higher levels.

A good feature was again provided by Reckitt & Colman (Holdings) £1, which closed 5s. 6d. better at 55s., after having been transferred up to the new high level of 55s. 6d. During the past six months those shares have gained around 9s. 6d. Glaxo Laboratories 10s. finished about 4s. 6d. higher at 43s. 6d.; they also appreciated about 9s. 6d. during the past six months. Firmness was evident, too, in United Glass Bottle £1, which finished 5s. 3d. better at 37s.

In the medium-priced share group, Beecham Group 5s. finished about 2s. 6d. better at 20s. 7½d., with the new high record price of 21s. 9d. established in the meantime. Aspro-Nicholas closed about 2s. better at 19s. 10½d., with business up to 20s. 1½d. recorded meanwhile. Albright & Wilson 5s. closed 1s. 3d. higher at 18s. 4½d. A good feature was provided by Sangers 5s., which finished 2s. better at 19s. 4½d. Savory & Moore 5s. finished 1s. 9d. higher at 12s., and Smith & Nephew Associated Companies 4s. finished one shilling better at 10s. 4½d. Howards & Sons £1 were valued about 2s. in favour of holders at 12s. 3d., the highest for the current year. Evans Medical Supplies 5s. finished ninepence better at 9s. 6d.

In the lowest-priced share group Clinical and General Industries 2s. finished nearly ninepence better at 2s. 9d. Another good feature in the section was provided by Potter & Clarke 1s., which advanced sixpence in value to 1s. 4½d. Dubarry Perfumery 1s. closed fractionally harder at 1s., their best level yet for 1958. Ashe Chemicals 1s. went without quotable change at 1s. 2¼d. and Arnold M. Gee 1s. at 2s.

In the Preference share section Taylors (Cash Chemists), London, £1 6 per cent. finished unchanged at 18s. and Taylors (Cash Chemists) Trust £1 6 per cent. at 17s. 9d.

| Name of Company £1 units unless otherwise stated | 1957–1958 High | Low | Latest |
|---|---|---|---|
| | s. d. | s. d. | s. d. |
| Albright & Wilson, 5s. ... | 23 10½ | 16 4½ | 18 4½ |
| Allen & Hanburys, 7% Prefd. Ord. ... ... ... ... | 21 6 | 18 6 | 20 9 |
| Ashe Chemicals, 1s. ... ... | 1 4 | 10 | 1 2¼ |
| Aspro Nicholas, 5s. ... ... | 20 1½ | 12 7½ | 19 10½ |
| Beecham Group, 5s. ... ... | 21 9 | 9 1½ | 20 7½ |
| Boots Pure Drug, 5s. ... ... | 24 10½ | 13 9 | 19 7½ |
| Borax (Holdings) Defd. Ord., 5s. ... ... ... ... | 36 6 | 14 7½ | 17 0 |
| British Drug Houses, 5s. ... | 13 1½ | 8 6 | 10 9 |
| Clinical and General Industries, 2s. ... ... ... ... | 3 1½ | 1 8 | 2 9 |
| Cussons, Sons & Co., 2s. ... | 7 4½ | 4 7½ | 5 9 |
| Dubarry Perfumery, 1s. ... | 2 2 | 7 | 1 0 |
| Dufay, 2s. ... ... ... | 2 1½ | 6 | 9 |
| Evans Medical Supplies, 5s. ... | 9 7½ | 5 4½ | 9 6 |
| Gee, Arnold M., 1s. ... ... | 2 2 | 1 7½ | 2 0 |
| Glaxo Laboratories, 10s. ... | 44 0 | 23 9 | 43 6 |
| Do. 8% Prefd. Ord., 10s. ... | 14 0 | 9 9 | 13 0 |
| Greeff Chemical Holdings, 5s. | 20 7½ | 13 3 | 16 3 |
| Hampshire, F. W., 5s. ... | 8 3 | 6 0 | 8 3 |
| Howards & Sons ... ... | 17 0 | 6 6 | 12 3 |
| Ilford, 5s. ... ... ... | 16 3 | 11 6 | 16 3 |
| Monsanto Chemicals, 5s. ... | 19 6 | 11 10½ | 15 3 |
| Potter & Clarke, 1s. ... ... | 1 6 | 6 | 1 4½ |
| Reekitt & Colman (Holdings) | 55 6 | 39 0 | 55 0 |
| Sangers, 5s. ... ... ... | 19 7½ | 13 3 | 19 4½ |
| Savory & Moore, 5s. ... ... | 12 6 | 5 7½ | 12 0 |
| Smith & Nephew Associated Companies, 4s. ... ... | 10 6 | 7 3 | 10 4½ |
| Taylors (Cash Chemists), London, 6% Cum. Prefd. ... | 18 9 | 15 3 | 18 0 |
| Do. (Cash Chemists) Trust 6% Cum. Prefd. ... ... | 19 0 | 15 6 | 17 9 |
| United Glass Bottle Mfrs. ... | 41 0 | 22 6 | 37 0 |
| Whites (Timothy) & Taylors, 5s. ... ... ... ... | 18 4½ | 11 6 | 16 7½ |
| Do. 7½% Prefd. ... ... | 25 10½ | 20 6 | 23 3 |
| Yardley & Co., 4s. ... ... | 25 0 | 21 1½ | 24 0 |
| Do. A, 4s. ... ... ... | 24 9 | 17 9 | 24 9 |

# Pharmaceutical Society of Ireland

## Register additions and amendments

AT the September meeting of the Council of the Pharmaceutical Society of Ireland (see *C. & D.*, September 20, p. 296) the following changes of address were noted:—

Mrs. E. Butler, L.P.S.I., to 24 South Richmond Street, Portobello; Patrick Cagney, Esq., L.P.S.I., to 384 Nutgrove Avenue, Rathfarnham; John K. MacGarry, Esq., M.P.S.I., to 27 Dunville Avenue, Ranelagh; Miss Lucy Sheridan, L.P.S.I., to 7 Laurence Street, Drogheda; Miss Mary C. Sharry, L.P.S.I., to 29 Claremont Park, Sandymount; Michael J. O'Neill, Esq., L.P.S.I., to P.O. Box 43, Arusha, Tanganyika; Mrs. Mary Jane O'Neill, to P.O. Box 43, Arusha, Tanganyika; Mrs. Sheila Kirwan, M.P.S.I., to 28 Dublin Road, Bray, co. Wicklow; Gerard J. Kirwan, Esq., to 28 Dublin Road, Bray, co. Wicklow; John R. Lawless, Esq., L.P.S.I., to 21 Durand Gardens, London, S.W.9. The following, who submitted marriage certificates, were granted change of names in the register: Mrs. Mary Jane O'Neill, née Magner, Assistant, and Mrs. Attracta Kelly, née McDonnell, L.P.S.I. Elected to Membership were; Richard Cogan, Esq., L.P.S.I., Ballykilduff, Tullow, co. Carlow. Mrs. Catherine McCarthy, L.P.S.I., 16 Lisieux Park, Glasheen Road, Cork; Frank Kerrin, Esq., L.P.S.I., 22 O'Connell Street, Sligo; J. O'Sullivan, Esq., L.P.S.I., South Quay, Newcastle West, co. Limerick; and D. F. Ward, Esq., L.P.S.I., Main Street, Abbeyfeale, co. Limerick. Nominated for membership were: Mrs. Attracta Kelly (née McDonnell), 310 Harolds Cross Road, Dublin; Miss Lucy Sheridan, 7 Laurence Street, Drogheda, co. Louth; Miss Margaret Stella O'Reilly, Killeshandra, co. Cavan; Miss Maire Edwards, 1 Greenlea Drive, Terenure, Dublin; and Denis Ryan, Esq., Buttevant, co. Cork.

John Keogh, William McDermott, Denis George Murphy, M. B. Patel, Miss Yoong Yin Yong and Miss Catherine O'Flynn were added to the Pharmaceutical Chemists' Preliminary register, and Margaret McLynn, Patricia O'Donnell, Annie C. Brennan and Patrick Hillery to the Pharmaceutical Assistants' Preliminary register.

# NEW FILMS

**The Life of the Moulds**

*Pfizer, Ltd.*, Sandgate Road, Folkestone, Kent. 16-mm. Sound. Colour. Running time: 21 minutes.

SHOWN in the scientific films programme at the 120th annual meeting of the British Association for the Advancement of Science, Glasgow, the film tells the story of the sub-microscopical world of the moulds. It opens with scenes of the disastrous famine in Ireland caused by the great potato blight of 1845, and shows the structure of the moulds, the methods by which they reproduce themselves, and the forms of life they attack. Soil moulds are seen killing tiny worms for their food. Others are shown reducing wood and fallen leaves to make space for the next generation and return essential nutrients to the soil and the air. The penicillium mould is shown growing, giving off the chemical later made into penicillin. The means by which their power of destruction is controlled or their power to do good exploited is related to continued research into their nature and functions. The film was produced by I. Jacoby,

W. Van Dyke, J. M. B. Churchill, Jun., and R. M. Young, with the advice of David M. Bonner (professor of microbiology, Yale University, U.S.A.).

**"Iron Deficiency in Pigs"**

BENGER FILM PRODUCTIONS for *Benger Laboratories, Ltd.*, Holmes Chapel, Ches. 16-mm. Kodachrome printed on Eastmancolour. Sound. Running time 21 minutes.

THE question of iron deficiency and its subsequent anæmia is one of world-wide importance to farmers. The problem is discussed in detail in the film, which was made at a number of places, including the agricultural research establishment of J. Bibby & Sons, Neston, Wirral, Ches, the experimental farm at the school of agriculture, Nottingham University, Mosswood Hall Farm, Stretton, nr. Warrington, other farms in Cheshire, and Cornell University, U.S.A. It shows how, with the intensive system of rearing pigs, many farmers noted a great increase in unhealthy pigs, the common factor being found to be a deficiency of iron. Next it analyses the means of prevention with the new Benger prophylactic, Imposil, a solution containing 75 mgm. of fully absorbed iron per c.c. (see *C. & D.*, July 5, p. 9). It examines the cause of iron deficiency; its effect on the piglet; trials with Imposil on various groups of pigs; its administration; and the economic gain to the farmer. Copies of the film may be obtained on loan on application to the company's public relations department.

*FIFTY YEARS AGO*

## POSTAGE TO THE UNITED STATES

*From the* C. & D., *October* 3, 1908

ON Thursday, October 1, the rate of postage on letters posted in the United Kingdom for the United States of America was reduced to 1d. per oz., and correspondingly letters posted in the United States for this country were reduced to 2c. per oz. . . . The publisher of THE CHEMIST AND DRUGGIST posted on that date to the leading houses in the drug trade in America a souvenir embodying fraternal greetings.

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CORRECTION: In the article "Anaemia Treatments Reviewed" (*C. & D.*, August 9, 1958, p. 147) the dose range of iron dextran complex should have read 100–250 mgm. and not as stated.

# Onward from Galen

## A CURRENT CAUSERIE

THE son of an apothecary, John Sheldon, who died 150 years ago on October 8, 1808, was a versatile man. A distinguished anatomist with a special interest in the lymphatic system, he was a skilled embalmer, invented a poisoned harpoon for catching whales, and on October 16, 1784, was the first Englishman to navigate the air in a balloon. It is interesting to note that the first Scotsman to make a balloon ascent, on August 27, 1784, was also a medical man, James ("balloon") Tytler. Apart from that successful exploit Tytler was a complete failure: a surgeon who had to give up his practice, an apothecary who had to close his shop, a husband whose wife ran away from him.

★




THE label here illustrated, for which we are indebted to Mr. G. A. Gibbs, the present proprietor of the venerable pharmaceutical business (it was established in 1828) of R. Jeffrey & Son, is not put forward as an exhibit in the current controversy on the labelling of proprietary medicines. So far as we know leeches were never sold under brand names, though one may speculate whether they might have come to be if they had continued to sell in substantial numbers into the mid-twentieth century. The question of a suitable container must have presented itself acutely to the pharmacist dispensing the leeches. How was it solved? There must be numerous living pharmacists who have dispensed them to hospitals, but the label was evidently intended for the private patient. It is noteworthy that the label bears no injunction to keep the contents out of the reach of children.

# NOTES ON NEW MEDICAMENTS

DOLVIRAN.—A combination of analgesics with phenobarbitone. The latter is spasmolytic and has central sedative properties, increasing the effective action of the analgesic drugs. Other combinations of simple analgesics with barbiturates are represented by Barbaspirin (aspirin and allobarbitone) Tercin (aspirin, phenacetin and butobarbitone) and Sonalgin (phenacetin, codeine and butobarbitone).

BADIONAL.—*Chemistry:* p-Aminobenzenesulphonylthiourea. A sulphonamide derivative with the characteristic antibacterial action of the group. The thiourea component extends the range of activity of the compound so that the drug is effective against some organisms resistant to other sulphonamides and to certain fungi. The compound has a low index of sensitivity, and is therefore suitable for topical application. Sulphonet and Urosulphonet are other sulphonamide-containing wound dressings.

VESPRAL. — *Chemistry*: 10-(3-dimethylaminopropyl)-2-(trifluoromethyl)-phenothiazine hydrochloride. Has the basic tranquillising and antiemetic properties of the promazine group of drugs, but has had its therapeutic effect enhanced by the introduction of the trifluoro group. Side-effects are correspondingly reduced, and the compound is effective in lower dose. Other phenothiazine compounds include chlorpromazine (Largactil), acetyl promazine (Notensil), promazine (Sparine), prochlorperzine (Stemetil), pecazine (Pacatal), and thiopropazate (Dartalan).

CHRYSOCREME. — Contains chrysarobin in a base designed to reduce the objectionable staining properties of the drug. The base has approximately the same acid value as the skin, and the addition of a spreading agent increases the degree of contact and facilitates absorption. The spreading agent is chiefly responsible for the non-staining properties of the cream. Dithranol (Cignolin) is a synthetic compound with properties similar to chrysarobin.

VASCULIT. — *Chemistry*: dl-1-(4-oxy-phenyl)-1-oxy-2-n-butylamino-ethane sulphate. A peripheral vasodilator with a relatively slight cardiac action. Use of the drug results in an increased blood flow through the peripheral vessels, and it also has a stimulating effect in increasing the collateral circulation. Tolazoline (Priscol) acts on the peripheral vessels, and nicotinyl alcohol (Ronicol) is used for similar purposes. Phenoxybenzamine (Dibenyline) has a comparable action, but also causes a lowering of blood pressure. Other peripheral vasodilator drugs include Cyclospasmol, Opilon and Pansedon. Tissue extracts with vasodilatory properties are represented by Glumorin, Padutin and Panlittol.

STREPSILS.—Chief active constituent: 2·4-dichlorobenzyl alcohol. That compound is a new antiseptic with a wide range of activity and a low toxicity, and the lozenges are free from the potential sensitising properties of products containing antibiotics or local anæsthetics. Other simple antiseptic lozenges are represented by Bradosol, Hibitane, Inversal, Dequadin, Siogen and Tucal; Hydrotricine, Phenidex, Collozets, Tetrazets.

IVERSAL. — *Chemistry:* Benzoquinone amidinohydrazone thiosemicarbazone hydrate. A powerful inhibitor of streptococci and pneumococci, demonstrating its action in dilutions as high as 1-10,000,000 against group A β-hæmolytic streptococci (including those primarily responsible for tonsillitis). The compound is less effective against staphylococci, but clinically that is not significant those bacteria are less frequently concerned with infections of the oral cavity. Other antibacterial compounds used in mouth infections are represented by chlorhexidine (Hibitane), chlorquinaldol (Siogen), dequalinium (Dequadin), domiphen (Bradosol) and benzalkonium (Throsil). Lozenges containing antibiotics include Tyrosolven, Tyrozets, Tracinets, Phenidex, Collozets, and Streptets.

GLUMORIN.—A preparation of the circulatory hormone kallikrein, the hormone glumorin is elaborated by the pancreas, and is liberated in an active form when the physiology demands an exogenous vasodilator. The compound has a molecular weight of 30,000 to 50,000, and contains an imidazole residue, a phenolic hydroxy group, and a free amino group, though further structural details await elucidation. It acts on the peripheral circulation, reducing the muscle-tone of the capillary walls and leading to a dilatation of the vessels, and improved tissue circulation. Padutin is a comparable preparation of a vasomotor hormone derived from the pancreas. Panittol is a preparation of pancreatic and thyroid extracts used for similar purposes. Other vasodilators used in peripheral vascular disease include tolazoline (Priscol), tri-methyl-*cyclo*-hexyl mandelate (Cyclospasmol), phenoxybenzamine (Dibenyline), nicotinylalcohol (Ronicol), nilidrin (Perdilatal) and Hydergine. The antihypertensive drugs of the hexamethonium type have also been used in disorders of the peripheral circulation.

V-CIL-K SULPHA (Penicillin V potassium with sulphadimidine).—The combination is designed to exploit the advantages of both compounds in the treatment of infections due to organisms sensitive to either or both constituents. Its usefulness is in mixed infections, or where a wide antibacterial cover is desirable.

# GUIDE TO NEW MEDICAMENTS

**Information about proprietary products supplied principally on prescription. Reprints on perforated gummed paper for affixing to index cards are obtainable from the Editor. Notes on the products are given on p. 369**

THE CHEMIST AND DRUGGIST Guide to New Medicaments, October 4, 1958

## IVERSAL

MANUFACTURER: Farbenfabriken Bayer, A.G., Leverkusen, Germany. *Distributors*: Levmedic, Ltd., 37 Bedford Row, London, W.C.1.

DESCRIPTION: Lozenges each containing 10 mgm. of benzoquinone amidino hydrazone thiosemicarbazone hydrate.

INDICATIONS: In the treatment of infections of the mouth and pharyngeal cavity, especially tonsillitis.

DOSAGE: One lozenge 3–5 times daily dissolved slowly in the mouth.

HOW SUPPLIED: In plastic "dispenser" containing fifteen lozenges.

FIRST ISSUED: July 1958.

REFERENCES: *Medizinische*, 1955. 1578. *Therap. Ber.*, 1955. **27.** 283. *Dtsch. Zschr. Verdauungskrkh.*, 1955. **15.** 165. *Med.*, 1955. **73.** 447. *Munch. med. Wschr.*, 1956. **98.** 999. *Therap. Ber.*, 1955. **27.** 389. *Med. Klin.*, 1955. **50.** 1870.

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## GLUMORIN and DEPOT GLUMORIN

MANUFACTURER: Farbenfabriken Bayer, A.G., Leverkusen, Germany. *Distributors*: Levmedic, Ltd., 37 Bedford Row, London, W.C.1.

DESCRIPTION: Glumorin contains in each tablet 10 biological units of kallikrein circulatory hormone; in each ampoule 10 b.u. of kallikrein, accompanied by an ampoule containing 1·5 mil of normal saline. Depôt Glumorin contains in each ampoule 40 b.u. of kallikrein adsorbed upon a high-molecular-weight colloid and accompanied by an ampoule containing 1·4 mils of sterile water.

INDICATIONS: Conditions arising from circulatory disorders: Acrocyanosis, acroparæsthesia, arteriosclerosis, etc.

DOSAGE: In minor circulatory disturbances, one tablet three times daily. If necessary, injections of ten units also. In severe vascular disease of the extremities, etc., intragluteal injection of 40 units every other day for several months.

HOW SUPPLIED: Glumorin: In tube of twenty and bottle of 100 10-b.u. tablets. In box containing five 10-b.u. ampoules and five 1·5-mil ampoules of normal saline. Depôt Glumorin: In boxes containing five 40-b.u. vials with five 1·4-mil containers of sterile water or twenty-five, 40-b.u. vials with twenty-five 1·4 mil containers of sterile water.

FIRST ISSUED: July 1958.

REFERENCES: *Münch. med. Wschr.*, 1953. 11. *Dtsch. med. Wschr.*, 1950. 751. *ibid*, 1951, 1064. *Münch. med. Wschr.*, 1954. 429. *Ther. Gegenw.*, 1954. 10.

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## VESPRAL

MANUFACTURER: E. R. Squibb & Sons, Ltd., 17 Old Bond Street, London, W.I.

DESCRIPTION: Tablets each containing 10 mgm. or 25 mgm. of 10-(3-dimethylaminopropyl)-2-(trifluoromethyl) phenothiazine hydrochloride (trifluprομazine).

INDICATIONS: Schizophrenia; manic states; psychosis; prevention and control of nausea and vomiting during the post-operative period; after nitrogen mustard therapy; and in certain other conditions as well as the pernicious vomiting of pregnancy.

DOSAGE: *Adults*: 25 mgm. three times a day initially, increased until clinically effective or unwanted side-effects occur. *Children*: Initially 10 mgm. three times a day, then increased according to response. Geriatric cases adopt children's dosage.

HOW SUPPLIED: In bottles containing 100, 500 or 1,000 10-mgm. or 25-mgm. tablets.

FIRST ISSUED: September 1958.

NOTES: Dosage in excess of 300 mgm. daily requires caution. The drug is contra-indicated in comatose states due to central nervous depressants.

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## DOLVIRAN

MANUFACTURER: Farbenfabriken Bayer, A.G., Leverkusen, Germany. *Distributors*: Levmedic Ltd., 37 Bedford Row, London, W.C.1.

DESCRIPTION: Tablets each containing aspirin, 0·2 gm.; phenacetin, 0·2 gm.; codeine phosphate, 0·01 gm.; caffeine, 0·05 gm.; phenylethylbarbituric acid, 0·025 gm.

INDICATIONS: Conditions requiring an analgesic.

DOSAGE: One tablet relieves pain for 3–6 hours. May be repeated 4–5 times daily if required. In severe pain, initial dose may be increased to two tablets.

HOW SUPPLIED: In tube of ten and container of 250 tablets.

FIRST ISSUED: July 1958.

SUPPLY RESTRICTIONS: P.I, S.I, S.4.

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## BADIONAL gel

MANUFACTURER: Farbenfabriken Bayer, A.G., Leverkusen, Germany. *Distributors*: Levmedic, Ltd., 37 Bedford Row, London, W.C.1.

DESCRIPTION: An aqueous, neutral gel containing 10 per cent. of *p*-aminobenzene-sulphonylthiourea.

USE: As a bacteriostatic wound dressing.

METHOD OF APPLICATION: The gel is applied to the affected area of the skin as a thin film and allowed to dry. Later the dressing is easily removed with cold water.

HOW SUPPLIED: In tubes containing 20 gm., 50 gm. or 150 gm.

FIRST ISSUED: July 1958.

SUPPLY RESTRICTIONS: P.I, S.1.

REFERENCES: *Arztl. Praxis*, 1952. **4.** 32. *Brun's Beitr. Klin. Chir.*, 1952. **184.** 451.

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## CALCIPEN-V SUSPENSION (FORTE)

MANUFACTURER: Boots Pure Drug Co., Ltd., Station Street, Nottingham.

DESCRIPTION: A stable suspension of calcium penicillin V, each 5 mils containing 250 mgm. of penicillin V (as calcium salt).

INDICATIONS: In conditions responsive to penicillin therapy or when high doses are required in pædiatric cases.

DOSAGE: One-half to one teaspoonful every 4–6 hours (preferably on an empty stomach) depending on the condition and age of the patient.

HOW SUPPLIED: In bottle containing 60 mils of suspension.

FIRST ISSUED: August 1958.

SUPPLY RESTRICTIONS: Therapeutic Substances Act.

REFERENCES: *Ugeskr. Laeg.*, 1956. **118.** 801.

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## STREPSILS

MANUFACTURER: Boots Pure Drug Co. Ltd., Station Street, Nottingham.

DESCRIPTION: Lozenges each containing 1·2 mgm. of 2:4 dichlorobenzyl alcohol and 0·6 mgm. of amyl-*meta*-cresol in hard sugar base.

INDICATIONS: Mouth and throat minor infections including tonsillitis, laryngitis, pharyngitis, glossitis, aphthous ulcers, etc. Prophylactic use after tonsillectomy or dental extraction or when colds and influenza are prevalent.

DOSAGE: 1 lozenge should be dissolved slowly in the mouth every 2–3 hours (children and adults).

HOW SUPPLIED: In vacuum-sealed tin containing twenty-four individually-wrapped lozenges.

FIRST ISSUED: September 1958.

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## CHRYSOCREME

MANUFACTURER: Carnegies of Welwyn, Ltd., Welwyn Garden City, Herts: *Distributors*: Savory & Moore, Ltd., 60 Welbeck Street, London, W.1.

DESCRIPTION: A cream containing gr. 10 of chrysarobin in each oz.

INDICATIONS: In treatment of acne rosacea, psoriasis, ringworm of the scalp, pityriasis, tinea circinata or ringworm. Types of alopecia have also responded.

METHOD OF USE: By sparing application to small areas, once or twice daily, with gentle massage into the skin.

HOW SUPPLIED: In tube containing 1 oz.

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## VASCULIT

MANUFACTURER: C. H. Boehringer Sohn, Ingelheim-on-Rhine, Germany. *Distributors*: Pfizer, Ltd., 137 Sandgate Road, Folkestone, Kent.

DESCRIPTION: Tablets each containing 12·5 mgm., and nasal drops containing 1 per cent. of 1-(4-oxyphenyl)-1-oxy-2-n-butylamino-cthane sulphate.

INDICATIONS: Vasomotor disorders, acrocyanosis, chilblains, gravitational leg ulcers, bed sores, brachialgia nocturna, trigeminal neuralgia, cerebral symptoms of hypertension, delayed union of fractures, Sudeck's atrophy.

DOSAGE: One tablet or 25 drops (12·5 mgm.) 4–5 times a day.

HOW SUPPLIED: In bottles containing fifty, 250 and 500 tablets and in drop bottle containing one fl. oz.

FIRST ISSUED: September 1958.

NOTES: This compound is a hæmokinetic substance, which appears to act directly on the smooth muscle of the arterioles. In therapeutic dosage there is increased peripheral circulation without untoward side effects.

REFERENCES: *Klin. Woch.*, 1952. **30**. 408–11. *Path Pharmakol.*, 1951. **213**. 207–34. *Wien. Klin. Wschr.*, 1954. **66**. 743.

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## V-CIL-K SULPHA

MANUFACTURER: Eli Lilly & Co., Ltd., Basingstoke, Hants.

DESCRIPTION: Tablets, each containing penicillin V potassium, 125 mgm., and sulphadimidine, 0·5 gm.

INDICATIONS: Otitis media, bronchitis and other mixed respiratory infections, urinary infections, wound infections: Prophylactically, before and after operations.

DOSAGE: *Adults*: One tablet every six hours (may be increased in serious infections to one tablet every 3–4 hours). *Children*: Dosage proportionate to age and severity of condition.

HOW SUPPLIED: In bottles containing twenty, 100 and 1,000 tablets.

FIRST ISSUED: September 1958.

SUPPLY RESTRICTIONS: P.1, S.1, S.4.

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## PENITRIAD

MANUFACTURER: May & Baker Ltd., Dagenham, Essex. *Distributors*: Pharmaceutical Specialities (May & Baker). Ltd., Dagenham, Essex.

DESCRIPTION: Tablets each containing penicillin VK equivalent to 60 mgm. of the free acid, sulphadimidine, 167 mgm., sulphadiazine 167 mgm. and sulphathiazole 167 mgm.

INDICATIONS: The treatment of infections due to penicillin and sulphonamide-sensitive organisms, including pneumococci, streptococci, *S. aureus* and sensitive Gram-positive bacilli; in Gram-negative bacillary infections due to organisms of limited sensitivity to either penicillin or to sulphonamides and respiratory tract infections associated with the presence of *H. influenzæ*.

DOSAGE: Two tablets initially followed by 1 or 2 tablets at 4–6 hourly intervals.

HOW SUPPLIED: In containers of twenty and 250 tablets.

FIRST ISSUED: August 1958.

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## ATROL

MANUFACTURER: Duncan, Flockhart & Co., Ltd., 16 Wheatfield Road, Edinburgh, 11.

DESCRIPTION: Tablets, each containing 5 mgm. or 20 mgm. 2-dimethylaminoethanol bitartrate.

INDICATIONS: For trial in the treatment of schizophrenia and certain psychosomatic disorders and conditions responding to a mild cerebral stimulant.

DOSAGE: 10-100 mgm. daily, subject to clinical opinion.

HOW SUPPLIED: In bottles of fifty and 500 5-mgm. plain tablets and bottles of 100 and 500 20-mgm. scored tablets.

NOTES: At high dosage levels may have side-effects of increased muscle tone and insomnia.

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## SIOGEN

MANUFACTURER: Geigy Pharmaceutical Co., Ltd., Wythenshawe, Manchester, 23.

DESCRIPTION: Lozenges containing 2 mgm. of 5,7 dichloro-8-hydroxyquinaldine.

INDICATIONS: Stomatitis and pharyngitis of bacterial or fungal origin, tonsillitis, Vincent's angina, thrush, and sore throat. Fungal overgrowth, resulting from antibiotic therapy and/or vitamin deficiency, demonstrated by black hairy tongue, Prophylactic use during epidemics.

DOSAGE: One lozenge should be slowly dissolved in the mouth every half-hour until symptomatic relief, thereafter one lozenge every two hours. Prophylactically, four or five lozenges per day provides adequate protection.

HOW SUPPLIED: In containers of twenty, 100 and 1,000 lozenges.

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## IRGAFEN

MANUFACTURER: Geigy Pharmaceutical Co., Ltd., Wythenshawe, Manchester, 23.

DESCRIPTION: Eye ointment containing $N_1$-3:4-dimethylbenzoyl-sulphanilamide 10 per cent. and $N_1$-dimethylacroyl-sulphanilamide 5 per cent. in a non-irritant homogeneous ointment base.

INDICATIONS: Blepharitis, conjunctivitis of diplo-, staphylo- or pneumococcal origin, corneal infiltrations, ulcer serpens, catarrhal ulcers, hordeolum, scrofulous and trachomatous keratoconjunctivitis.

METHOD OF APPLICATION: Directly from the tube on to the margins of the eyelids or into the upper or lower conjunctival sac.

HOW SUPPLIED: In tube containing 5 gm. of ointment.

SUPPLY RESTRICTIONS: P.1, S.1.

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## PARPANIT

MANUFACTURER: Geigy Pharmaceutical Co. Ltd., Wythenshawe, Manchester, 23.

DESCRIPTION: *Parpanit* tablets contain 6·25 mgm. and *Parpanit forte* tablets contain 50 mgm. of the diethylaminoethylester of phenylcyclopentane carboxylic acid.

INDICATIONS: Parkinsonian syndrome including post-encephalitic Parkinsonism and paralysis agitans. Certain conditions characterised by increased muscle tone but not necessarily associated with the extrapyramidal system.

DOSAGE: Dosage is adjusted to individual requirements. Initially 6·25 mgm. is taken 3–5 times a day and gradually increased until mild toxicity is exhibited (giddiness and weakness in the limbs). Dosage is reduced to that point where side-effects are eliminated.

HOW SUPPLIED: In containers of 100, 500 and 1,000 tablets of the 6·25 mgm. strength and containers of fifty, 250 and 1,000 tablets of 50 mgm.

BRITISH PHARMACEUTICAL CONFERENCE, LLANDUDNO, 1958

# SYMPOSIUM SESSION

## Papers, examples and discussions on the evaluation of new drugs

THE subject dealt with at this year's symposium session of the Conference was the procedures adopted and the precautions taken by manufacturers in launching a new therapeutic preparation. The subject was introduced with a joint contribution by two authors of considerable distinction and long experience in their field: MR. LEONARD G. GOODWIN, M.B., B.S., B.PHARM., B.SC. (*Wellcome Laboratories of Tropical Medicine*) and MR. FRANK L. ROSE, O.B.E., D.SC., F.R.I.C., F.R.S. (*Imperial Chemical Industries, Ltd.*). Their paper is given here in shortened form:—

The discovery of a new therapeutic agent has broadly three phases:—

1. Discerning a potentially useful biological effect in a synthetic or natural compound;
2. Determining the comparative safety of the compound using laboratory animals;
3. Tentative trial of the compound in man or domestic animals.

Other disciplines such as pharmacy and biochemistry have important contributions to make, the former in presenting the drug in its safest, most effective and most convenient form, and the latter in arriving at a mode of action. In the discovery and development of a new drug few examples conform to an ideal scheme, but the pattern for the progression of a new drug in the immediate pre-clinical stages is reasonably uniform. The paper outlines and discusses many of the factors to be considered. In organisations based on the industrial pattern the main function of the unit in the search for new therapeutic agents is much the same wherever those agents may occur. The organic chemist must have a chemical lead. It may be provided by knowledge (possibly incomplete) of the structure of a substance that shows something of the biological effect he is looking for. The prototype molecule may have arisen from a chance observation in the laboratory or clinic, or from the behaviour of a given assay of a compound prepared for another purpose, not necessarily even therapeutic, or it may be the behaviour of a substance contained in and isolated from a native remedy.

### Synthesising Structural Variants

Given such a lead the chemist can begin to devise and synthesise possibly improved structural variants of the prototype. For constructive progress it is necessary to have new compounds assayed by a test sufficiently precise to show up small changes in biological activity in a statistically significant manner, and the development of such a test is the prime function of the biologist member of the team. It may take the form at first of an assay *in vitro*, but it is essential to augment or replace such a method as soon as possible by a replica—the smaller the better—of the particular condition under investigation in laboratory animals. Evolution of the biological assay method is usually the most time-consuming and expensive aspect of chemotherapeutic research. With infectious diseases caused by micro-organisms, particularly those that can be cultured *in vitro*, the initial screening can be directly on the causative organism, and a few mgm. of the agent is enough. Even so, uncertainties are apparent and it is undesirable to place complete faith in the procedure.

### In Vitro and In Vivo Activities

The growth of some micro-organisms is more easily suppressed than that of others. The tubercle bacillus ceases to multiply *in vitro* at concentrations of simple phenols and aromatic amines measured in a few parts per million. Yet not one of those substances is known to be effective *in vivo*. There is reason to suppose that the tubercle bacillus in the infected animals differs from the same strain in the culture tube. The administration of any single organic compound to an infected animal may be regarded as an experiment made with a number of related substances.

Some infective disease conditions can only with great difficulty be studied away from the animal host. For example, it is not possible to cultivate malaria parasites or trypanosomes *in vitro*, though it has been found possible to maintain the viability of those protozoa in isolation long enough to study the effect of drug action upon them.

Most difficult of infective diseases to study experimentally are those due to viruses. Inactivation of virus *in vitro* is far too easily achieved to have any significance as a method for sorting drugs. Experiments using tissue cultures have been of greater value but have not helped in producing any new agents. Many viruses multiply in contact with the chorio-allantoic membrane of the chick embryo, and the influence of chemical compounds on the process can be measured by introducing them either on to the chorio-allantois or into the yolk-sac. The latter method may be regarded as approximating a therapeutic assay *in vivo*. But results obtained in tissue culture and chick embryo are rarely transferable to animals such as a mouse or even to the hatched chick, and it follows that, for progress in the chemotherapy of the virus disease, direct medication in an infected animal is necessary. Research in that field is costly, and the continued insusceptibility to drug action that now seems characteristic of those diseases is in itself a source of discouragement to all but the hardier spirits.

Intensive work in laboratory animals on non-infectious diseases (for example those of organ dysfunction) has begun only in comparatively recent times, and pharmacologists are now urgently needed for that kind of investigation. Organic disease is often difficult to establish in a test species bred to be intrinsically healthy, and when it concerns the higher functions such as the central nervous system it may not be possible to parallel experimentally the stresses of the higher primates. Thus the great interest in sedatives and tranquillisers has called forth a tremendous amount of work on ingenious test procedures. Similarly, though a wide range of anti-epileptic drugs is available today, still no experimental method distinguishes with precision between substances acting on the two principal forms of epilepsy: final judgment has to await the outcome of clinical trial. Malignant diseases are also represented by a great variety of laboratory conditions, and a whole battery of methods is used in cancer-research institutions to ensure detection of even the faintest glimmer of activity. It is the experience of many that only one compound in every thousand synthesised is likely to be a candidate for clinical trial, and in a well equipped unit with heavy overhead and maintenance charges the total average cost of preparing and assaying each separate substance can be as high as £200. Expense apart, there is at least intellectual satisfaction in proceeding solely along semi-empirical lines, even when the so-called "rational" approach has been attempted. The latter can rarely take count of the differential activity required in chemotherapy between host parasitic cells, which cannot be distinguished biochemically on present-day knowledge, except in the crudest of drugs. Much less can it explain the catastrophic changes of biochemical activity that sometimes follow the subtlest variation in chemical structure, such as, for example, the almost complete disappearance of trypanocidal activity which results when the two methyl groups, seemingly insignificant in polarity and size, are removed from the large and highly polar molecule of suramin. The mode of action of most drugs, however evolved, is at best only partially understood at the time of their discovery. It is primarily the task of the biochemist to make good that deficiency.

### A Biochemical Starting-point

Conversely, the biochemist is frequently engaged to study a disease as a preliminary to the beginning of chemotherapy research proper, in order to provide a starting-point for the chemist and biologist. That notion was behind the work which led to the isolation and elucidation of the structure of Mycobactin, a growth factor for the causative organism of Johne's disease and found only in acid-fast bacteria. The plan was to devise specific inhibitors, which should then have been peculiarly antituberculous or antilepro-

tic agents. Unfortunately, the molecule was very complex, and the chemists found it difficult to devise potential antagonists even on paper. Though many hundreds of compounds were prepared not one exhibited antituberculous activity *in vivo*. The biochemist is also usually called upon to study the distribution and fate of drugs in the animal body. Work of that nature has perhaps not been pursued in the past with sufficient intensity. Most of the advocates of the rational approach have in mind only the relationship between the structure of the drug molecule and its action on an isolated cell or an enzyme system contained therein. An agent can be described as therapeutic only when it is able to exert its influence on the target cell *within the tissues of a living animal host*. Far less is known about the relation between chemical structure and absorption, distribution, excretion and metabolism than about the association of structure with action on the individual cell systems. Until that deficiency is made good the ultimate design of potential drugs will continue to involve a large element of uncertainty.

**The Pharmacist**

While the potential drug is still in the early laboratory phase, only scant attention will have been given to the experimental animal. Little thought will need to have been given to physical or chemical stability, and even sterility can often have been largely ignored. So soon, however, as clinical trials seem likely it is desirable to think in terms of forms of administration. Neglect to do that at an early stage can cause delays at later and more critical stages. Dealing with those matters is the important function of the pharmacist in the total research effort and ideally he should begin working and thinking on those matters alongside the chemist and biologist from the time of first indication of promise. He must learn all he can about stability, particularly if there is a call for a sterile preparation. He will almost certainly have to take responsibility for analytical control, and that in turn calls for detailed knowledge of the chemistry of the substance. Above all he must work out processes that lend themselves to the necesary scaling up. Suspensions that form a clay-like deposit on storage in bulk or in vials, powders that cannot be dispensed in automatic filling machines, cream preparations that stop the stirrer and tablets which fragment when handled by the hundredweight, are not popular with production managers. Those problems invariably come the way of the pharmacist to solve.

**Process Development**

Process chemists can combine the study of alternative manufacturing routes with the provision of useful quantities for further therapeutic experiments and for tentative formulation research. Even so, manufacturing efficiency in the early years of a new drug is usually low. Despite costly process work, a given route has to be abandoned as intrinsically uneconomic and a fresh start made.

To minimise the chance of unpleasant toxicity it is essential to use to the full toxicity tests in the laboratory.

From inactivity tests a rough idea of the amount of drug that it is safe to give to animals will have been obtained. It is essential to use several species of animal because different species often have different degrees of tolerance.

**Clinical Trials**

The first administration of a new drug is always attended by some anxiety. Someone always has an extreme sensitivity to a particular drug and it is unfortunate if he happens to be one of the people chosen to take the first dose: useful remedies have been discarded more than once as a result of misfortunes of that kind. Before the first doses are given to man it is desirable to have a method for determining the drug or its breakdown products in the blood and the urine.

Clinical trials are not always easy to arrange. It has become increasingly difficult to persuade people to try a drug that can be regarded only as a possible improvement on drugs already in use and reasonably effective. That is a pity, because advantage should be taken of any chance of improvement. The simplest tests are those which can be made on groups of volunteers. Another fairly simple type of trial to arrange is one upon an infection that is not dangerous to life, provided that tests for toxicity of the new drug have been adequate.

At the other extreme of human afflictions the trial of a drug against cancer is relatively easy to arrange because many people are anxious to make advances in controlling a progressive disease with usually a fatal outcome. The overriding consideration for all engaged in trials that use man as the experimental animal must be to take every possible safeguard against causing harm.

**Taken as Read**

OPENING the symposium session of the Conference, THE CHAIRMAN said that no successful business could remain static, and that was particularly true of the pharmaceutical industry. Of the two authors of the paper being discussed at that session. Dr. Rose was the leader of the team that had discovered proguanil, and Dr. Goodwin, who was the director of the Wellcome Laboratories of Tropical Medicine, was distinguished in the field of anthelmintics.

DR. ROSE said he assumed that the paper had already been read by the audience and, instead of reading it he would discuss some of the questions that arose from it. He chose for his topic the experimental antituberculous activity exhibited by ethyl mercaptan. He had first become interested in that compound some years previously, when a paper published by an Italian chemist had claimed antituberculous activity for certain mercaptobenzthiazole derivatives in the presence of ethyl Bunte's salt as a reducing agent. He and his co-workers had shown the claim to be valid, but had obtained the same therapeutic effect by retaining the reducing agent and omitting the mercaptobenzthiazole derivative. Obviously the ethyl Bunte's salt was the antituberculous agent. That salt was easily dissociated in water to ethyl mercaptan, a highly volatile liquid unsuitable for laboratory work, so diethyl disulphide was used for the early experiment. That compound had a higher boiling point and could be given to animals without loss by evaporation.

By those experiments the substance was shown to increase the survival time of infected mice by up to twenty days. In the same test, streptomycin had given an increased survival time of about nine days, and isoniazid up to twenty-five days. The substance was still volatile and unpleasant, and it was necessary to find a pharmaceutically acceptable form of ethyl mercaptan. Eventually a compound known as 15688 was formulated to meet that requirement. That substance, when injected subcutaneously into infected mice, increased their survival time by up to sixty days. A paste composed of 75 per cent. 15688 with 25 per cent. of magnesium stearate, when applied to the skin of mice demonstrated a therapeutic effect. It was discovered that neither ethyl mercaptan nor any of the other similar compounds had any action against tubercle bacilli *in vitro*.

The metabolism of ethyl mercaptan in animals was studied by feeding the compound to animals and studying the excretion pattern, using labelled sulphur. Ethyl methyl sulphone was found in the urine. That was an oxidation product of ethyl mercaptan, and was the form in which that substance was found in the tissues. They had examined the antituberculous properties of that metabolite, which was found to have no antituberculous effect.

The effect of ethyl mercaptan could, it was found, be reversed by giving it with methyl mercaptan. The therapeutic effect was unique to ethyl mercaptan, the antagonistic effect unique to methyl mercaptan. They had examined the effect of the drug on tubercle bacilli removed from the peritoneal exudate of infected guinea-pigs and had found that very small concentrations reduced the number of organisms. Its effect appeared to be to stimulate the natural defences of the animal.

It was hoped that clinical trials with 15688 would be carried out in tuberculosis and in leprosy. It would be administered mainly by the percutaneous route, being rapidly absorbed by the intact skin.

**Intermediate Stages of Tests**

Continuing the discussion, DR. GOODWIN, co-author of the paper, first outlined the stages intermediate between the laboratory discovery of a new drug and its clinical trial stage. Toxicity tests were important. There was a great deal of biochemical investigation, which was often difficult because new drugs discovered were becoming closer to the metabolites found as body constituents (for example, pyrimethamine). That made detection difficult and microbiological tests often became necessary.

In the early clinical trial stages, controls were important, especially with drugs such as analgesics, because of the

phychological factor. It was necessary to have a control group receiving an inert substance, and the subjects must not know whether what they were having was the active or the inert preparation. The same applied to toxicity tests.

The behaviour of the drug in the tropics must be investigated. Ethyl mercaptan was likely to be tested in countries where the patients were easily followed up, but it was different in the tropics, where the drug was required to be given to native villagers. Even with hospital patients, the hospitals and nursing staffs were inadequate, and there were many public holidays when the patients were liable to go home, whether they were ill or not, and not return. It was necessary to have the shortest possible period between first examination, treatment and follow-up, often much shorter than was desirable. A drug which had been tried out in England with no side-effects might be very different under the conditions of high temperature and humidity and lower standards of living and nutrition that prevailed in the tropics. There was a vast mass of disease of all kinds in the tropics, and a pure infection by any one organism was rare.

Prolonged treatment was impossible unless the patient were ill enough for a sanatorium, because of the low living conditions and the need to return to work as soon as possible. The drug must, if possible, be given as one effective single dose.

(*To be concluded*)

# SCIENCE SESSION DISCUSSIONS

## Further summaries of papers and the comments they evoked at Llandudno

CONTINUING the discussion on the two papers, both read by Dr. Kenneth Bullock, on peptone and formaldehyde, at the first science session of the Llandudno meeting of the British Pharmaceutical Conference, September 15–19, Mr. H. D. C. Rapson, Betchworth, echoed Dr. Bullock's estimate of the complexity of the reaction. It was complex even with the simpler glycine or with amino acids. At *p*H 8·5 to 9 a rapid increase in reaction with formaldehyde was experienced and there were a number of ways in which that reaction might take place.

Mr. G. Sykes, Nottingham, said he was glad Dr. Bullock had cast doubts on his previous results because he was going to ask Dr. Bullock to view some of his present findings with doubt. He invited him to reconsider the flat part of the curve that had been plotted. If the explanation was that germination of the spores was beginning, then the vegetative organisms would be much more susceptible to the disinfectant action and a dipped curve would be expected. For a curve in such circumstances to become a straight line was against all the rules.

Mr. Beckett, London, agreed about the complexity of the reaction, but said the reproducibility of such reactions was an encouraging factor in further work.

Dr. Bullock agreed that *p*H control was important with amino acids but with peptone he thought it more difficult and less necessary.

Dr. J. B. Stenlake, Glasgow, suggested an examination of linkages when acid amide groups reacted with formaldehyde.

Professor Bullock's papers and the discussion upon them concluded the Monday afternoon session. The Tuesday morning session also opened with two papers on the same theme, and the discussion on both was taken after the reading of the second. The first, which was read by Miss Price, was on:—

### Stability of 5-Hydroxytryptophan Solutions

J. W. Hadgraft, Shirley A. P. Price and G. B. West

Recent investigations into the biochemistry of 5-hydroxytryptamine (5-HT) have provided evidence that amine is formed in the body by decarboxylation of 5-hydroxytryptophan (5-HTP). Since various ataractic drugs mobilise 5-HT from the brain and other organs, the administration of 5-HT should counteract that loss, provided that it can penetrate to the sites where 5-HT normally resides and be stored there. However, it has been shown that 5-HT is incapable of penetrating the blood-brain barrier. That difficulty may be overcome by administration of the amino-acid precursor of the amine, as the brain possesses some 5-HTP decarboxylase activity, and injections of 5-HTP have raised the level of 5-HT in the brain and organs. There is reason to suppose that 5-HT is related to the mechanism of nervous depression, and experimental work along those lines is in progress. Studies on the stability of solutions of that amino acid are a necessary preliminary, and the authors have studied the stability of solutions of 5-HTP contained in ampoules. They used physical, chemical and biological methods. Their finding is that no loss of activity occurs when such solutions are sterilised by autoclaving, provided the air in the autoclave is replaced by nitrogen. To prevent any formation of colour it is preferable to include 0·1 per cent. of sodium metabisulphite in the solution.

(*From the pharmaceutical department, Royal Free Hospital, London, and department of pharmacology, school of pharmacy, University of London*)

The second paper, read by the author, dealt with:—

### 5-Hydroxytryptamine and 5-Hydroxytryptophan

G. B. West

The 5-HT content and 5-HTP decarboxylase activity of several tissues of seven mammalian species has been estimated. Whereas 5-HT is concentrated in the spleen and gastrointestinal tract, the highest enzyme activity is found in the kidney, liver, gut and brain. In rats, treatment with reserpine or chlorpromazine lowers the 5-HT content of many tissues and reduces the 5-HTP decarboxylase activity of the kidney, but prolonged treatment with cortisone lowers the 5-HT content only of the skin. The author's results also show that there is generally little or no relation between the 5-hydroxytryptophan decarboxylase activity of a tissue and the amount of 5-HT that can be extracted from that tissue.

(*From the department of pharmacology, school of pharmacy, University of London*)

#### Discussion

The chairman asked whether the authors could give more details of the technique of filling ampoules under nitrogen. Had any filled ampoules been investigated for their oxygen content? It might be interesting to have experiments done using some of the "older" tranquillisers such as alcohol and tobacco. The difficulty might be to get the rat to drink a glass of gin or smoke a cigar. Dr. G. F. Somers, Liverpool, said that the term tranquillisers was an example of loose terminology. It associated together a number of drugs with a fundamentally different mode of action and suggested that they all had the same effect. How could the amount of a substance like 5HT (5 hydroxy tryptophan) in a tissue be associated with its effect elsewhere? Large amounts of such a substance could be stored in a tissue without very much effect, but it might have a much greater effect in that part of the body where it functioned.

Dr. West replied that if a tissue was affected by a naturally occurring substance, it usually possessed the mechanism for inactivating that substance. The 5HT content of the kidney, and of the brain, was low, because those tissues had a fairly high concentration of the oxidase inhibiting 5HT. The content of the enzymes concerned could be studied, and the activity of the enzyme could be altered and the change in functional activity of the tissue studied.

Dr. F. Hartley, London, asked whether, in determining the decarboxylating enzyme content, the authors had determined its specificity? If the total decarboxylating enzymes were estimated, and it was assumed that they would all inhibit 5HT, inaccuracies might arise. Had the authors really determined the total tryptamine in all its forms, both free and bound? It would have been better to have differentiated between the free and bound forms.

Dr. West pointed out that they were only dealing with the 5 hydroxy derivative of tryptophan and tryptamine. The homogenates, for example, of liver, were made in the usual way with phosphate buffer, and would contain all the other enzymes present in liver. What the authors were estimating was not necessarily a specific enzyme inhibiting 5HT, and many more investigations with amino acids were required. The authors were convinced that they were isolating all the free 5HT. In certain tissues there was no bound 5HT. The function of the bound form was not yet known. At the present stage there

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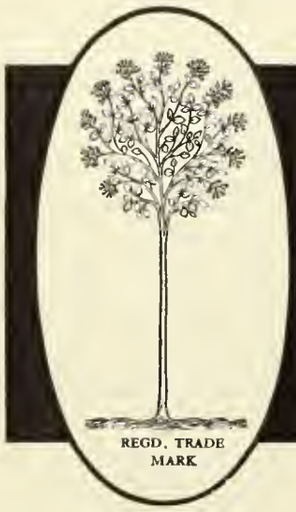
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should not be too much concern about the bound form. If the 5HT was not extractable with the usual agents they assumed that it was bound. The main point was that the drugs studied, affected the content of 5HT in the tissues, whether it was free or bound.

MR. J. J. LEWIS, Glasgow, said that reserpine had a non-specific action. It had an effect on 5HT and also on noradrenaline. It was necessary to go back to an earlier stage in the metabolic process. How would Dr. Somers suggest classifying the tranquillisers pharmacologically? There was no satisfactory method available.

Dr. Somers agreed tranquillising was a general effect rather than a specific pharmacological classification. MR. T. D. WHITTET, London, said that he and his colleagues had also found the use of nitrogen to be necessary with sodium metabisulphite or sodium thiosulphate for better stability. Sodium metabisulphite was very unstable in the presence of air. The amount lost was in proportion to the amount of air present in the container, and its use in multi-dose containers should be reconsidered. Substances needing the compound should, wherever possible, be dispensed in ampoules sealed under nitrogen. Mr. S. G. E. STEVENS, London, said there was a degree of parallelism between the decomposition of solutions of adrenaline and those of 5HTP. Both developed a brown colour which was partly inhibited by nitrogen and partly by sodium metabisulphite. Did the authors know what the possible decomposition products were? The chemical structure of 5HT with the beta carbon hydrolyzed off might produce 3-5 indole. Had the authors in their chromatographic analysis found that 3-5 indole was produced?

Miss Price replied that some of the solutions sealed under nitrogen and containing sodium metabisulphite were still clear and active after ten months. No other indole compound had been found during chromatography. The more full the ampoules were the less the decoloration obtained.

MR. C. A. JOHNSON, Nottingham, said that he could see from the ultra-violet absorption figures given that there were still the full content of the indole present. Would that throw some doubt on the two-dimensional system used for chromatography? Dr. West said that the coloured solution they had used had never shown any indole derivative other than 5HTP, though it had been specifically looked for.

MR. H. B. HEATH, Sudbury, said that the figures given in one of the tables showed 100 per cent. stability of the solutions after three months, but another showed a loss of 50 per cent. by biological assay. Was there a sudden rapid loss of stability after three weeks?

MISS PRICE replied that the precipitate had begun to form after three weeks. In the solutions where a precipitate was present there was much greater inactivation than in those which merely darkened. No chromatographic investigations had been done on forty-two-day specimens.

*(To be continued)*

# TRADE MARKS

**APPLICATIONS ADVERTISED BEFORE REGISTRATION**

**From the "Trade Marks Journal," September 17**

*For chemical preparations for use in the partial sterilisation of soil* (5)

TERRAGENE, 778,344, by Geo. Munro, Ltd., Waltham Cross, Herts.

*For cameras and parts and fittings* (9)

COMPANION, B774,261, by Mayfair Photographic Suppliers, London, N.W.3.

*For hypodermic syringes* (10)

BALCO CRYSTAL, 777,604, by Balco Hypodermic Products, Ltd., Manchester, 2.

**From the "Trade Marks Journal," September 24**

*For chemical products for use as photographic developers* (1)

ORBITOL, 775,181, by May & Baker, Ltd., Dagenham, Essex.

*For preservatives in tablet form for milk* (1)

LECTABS, 775,407, by Thompson & Capper, Ltd., Liverpool, 19.

*For non-medicated toilet preparations* (3)

SUMMER GLORY, 778,404, by Boots Pure Drug Co., Ltd., Nottingham. JEON DOBRE, B771,076, by Maurice Harry Baker, Las Vegas, Nevada, U.S.A.

*For soaps containing germicides or disinfectants* (3)

SAPOCIDE, 775,174, by Liquid Soaps, Ltd., Mitcham, Surrey.

*For perfumes, non-medicated toilet preparations, essential oils, cosmetics, and hair lotions* (3)

KOLESTIN, 778,289, by Wella Rapid, Ltd., London, N.W.1.

*For perfumes, non-medicated toilet preparations, toilet articles, preparations for the hair, soaps and disinfectants* (3)

TANGLEMIST, 778,604, by Mary Beauty Preparations, Edinburgh.

*For soaps, perfumes, non-medicated toilet preparations, essential oils, cosmetics, hair lotions and dentifrices, etc.* (3); *and for pharmaceutical, veterinary and sanitary substances; infants' and invalids' foods; medical and surgical plasters, material prepared for bandaging; disinfectants; and preparations for killing weeds and destroying vermin* (5)

C.W.S., 737,217 and 737,219, by Co-operative Wholesale Society, Ltd., Manchester.

*For pharmaceutical tonic preparations containing sorbitol and vitamin $B_{12}$, being goods in liquid form for use by oral administration* (5)

VISORBEN, 771,951, by Smith, Kline & French Laboratories, Ltd., London, S.E.5.

*For preparations for killing flies* (5)

RENTOFLY, 778,254, by Rentokil, Ltd., Leatherhead, Surrey.

# COMING EVENTS

**Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.**

## Sunday, October 5

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, The Green Man, Navestock Side, at 11 a.m. Meeting place for car rally.

## Monday, October 6

LONDON SECTION, SOCIETY OF CHEMICAL INDUSTRY, 14 Belgrave Square, London, S.W.1, at 6.30 p.m. Mr. W. S. Wood (chairman) on "Developments in the Field of Chemical Propellents."

NORTH STAFFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, and NORTH STAFFORDSHIRE DIVISION, BRITISH MEDICAL ASSOCIATION, North Stafford hotel, Stoke-on-Trent, at 8 p.m. Dr. A. Spinks (pharmaceuticals division, Imperial Chemical Industries, Ltd.) on "Drugs Affecting the Brain—a Laboratory View."

PLYMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Freedom Fields Hospital, Longfield Place, at 7.30 p.m. Films on diabetes and a commentary by Dr. G. R. Steed (physician in charge, diabetic department, Freedom Fields Hospital).

STOCKPORT BRANCH, PHARMACEUTICAL SOCIETY, Warren Bulkeley hotel, Warren Street, at 7.45 p.m. Film show by Burroughs Wellcome & Co.

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, Whim tea lounge, 258 High Street, Beckenham, at 8 p.m. Dr. A. H. Beckett (reader in pharmaceutical chemistry, Chelsea School of Pharmacy) on "Scientific and Scenic Impressions of the U.S.A."

## Tuesday, October 7

BIRMINGHAM PHARMACEUTICAL ASSOCIATION, Imperial hotel, at 8 p.m. Dr. F. H. Milner (C. L. Bencard, Ltd.) on "Allergic Diseases in Man."

GLASGOW PHARMACY CLUB, Craig's tea room, Sauchiehall Street, at 7.30 p.m. Whist drive.

ISLE OF WIGHT BRANCH, PHARMACEUTICAL SOCIETY, God's Providence House, Newport, at 7.30 p.m. Report on Llandudno British Pharmaceutical Conference; discussion on future activities.

SOUTH-EAST LONDON CHEMISTS' ASSOCIATION, Green Man hotel, Bromley Road, Catford, London, S.E.6, at 8 p.m. Dance in aid of the Pharmaceutical Society's Benevolent Fund. Ticket (price 8s. 6d.) available from Mr. W. A. Howard, 30 Bargery Road, Catford, London, S.E.6.

## Wednesday, October 8

BEDFORDSHIRE BRANCH, PHARMACEUTICAL SOCIETY, south wing, Bedford General Hospital, Kempston Road, at 7.45 p.m. Dr. J. P. Baker (psychiatrist at Three Counties Hospital, Arlesey, Beds) on "Modern Drug Therapy in Psychiatry."

ENFIELD CHEMISTS' ASSOCIATION, Firs Hall, Winchmore Hill, London, N.21, at 8 p.m. Supper-dance.

LEEDS JEWISH PHARMACISTS' ASSOCIATION, Capitol ballroom, Meanwood, Leeds, at 7.30 p.m. Dinner and dance in aid of the School of Pharmacy, Hebrew University, Jerusalem.

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, Stockport golf club. Captain's *v.* president's teams.

SUNDERLAND BRANCH, PHARMACEUTICAL SOCIETY, Winthrop Laboratories, Ltd., Edgefield Avenue, Newcastle-on-Tyne, 3. Works visit.

WESTERN [LONDON] PHARMACISTS' ASSOCIATION and BRANCH, 21 Portman Square, London, W.1, at 7.30 p.m. Film show by Burroughs Wellcome & Co.: reports on the Llandudno British Pharmaceutical Conference.

## Thursday, October 9

BIOLOGICAL METHODS GROUP, SOCIETY FOR ANALYTICAL CHEMISTRY, The Feathers, Tudor Street, London, E.C.4, at 6.30 p.m. Mr. G. Sykes on "Strategy in the Assessment of Disinfectants."

EAST KENT BRANCH, PHARMACEUTICAL SOCIETY, Falstaff hotel, Canterbury, at 8 p.m. Mr. W. R. Roberts (the Society's chief inspector) on "The Work of the Society's Inspectors."

EPSOM AND SUTTON BRANCH, PHARMACEUTICAL SOCIETY, Cock hotel, High Street, Sutton, at 7.45 p.m. Display of members' colour slides.

HOUNSLOW BRANCH, PHARMACEUTICAL SOCIETY, Sun hotel, Hanworth Road, Hounslow, at 8 p.m. Mr. T. C. Denston (secretary, British Pharmacopœia Commission) on "The B.P. 1958."

LONDON AND HOME COUNTIES BRANCH, NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Social evening (open to all branches).

MANCHESTER BRANCH, GUILD OF PUBLIC PHARMACISTS, Midland hotel, at 7.15 p.m. Dr. A. Spinks (pharmaceuticals division, Imperial Chemical Industries, Ltd.) on "Drugs Affecting the Brain—a Laboratory View."

NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, 17 Bloomsbury Square, London, W.C.1, at 2.30 p.m. Council meeting.

# TRADE REPORT

**The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.**

LONDON, OCTOBER 1: Inquiry in the CRUDE DRUGS market was reported to be on a slightly higher level during the week, although the volume of business actually transacted varied little from past weeks.

The report of disappointing crops in the United States caused a fractional hardening of prices although buying was lacking. It was the general opinion that current prices must rise substantially so soon as purchasing gets under way. Meanwhile American LOBELIA HERB advanced by up to one shilling per lb., on the spot. HONEY prices were firm on rather gloomy crop reports from Australia. Mexican honey is currently quoted around £115 per ton and that may have a stabilising effect on the other prices. Brazilian MENTHOL was dearer in all positions although Chinese material was unchanged. It was difficult to fix a price for SENEGA through lack of firm shipment offers.

Among ESSENTIAL OILS Brazilian BOIS DE ROSE was down by 1s. 6d. per lb., East Indian PALMAROSA by 2s., and LEMONGRASS by twopence. The American SPEARMINT oil crop is reported to be 10 per cent. down on last year's and the quality to be inferior. "Panic" buying by some large American consumers is said to have boosted the price to around 45s. per lb., c.i.f. By the time that material is delivered in the United Kingdom and duty paid on it the price is likely to work out at a little under 50s. Small lots of last year's oil is meanwhile quoted about 45s. per lb.

In PHARMACEUTICAL CHEMICALS, the prices of AMIDOPYRINE and PHENAZONE were reduced.

## Pharmaceutical Chemicals

ACETANILIDE. — 1-cwt. lots are 2s. 10d. per lb. for crystals and 5-cwt., 2s. 9d.

ACETIC ACID. — B.P. glacial in 10-ton lots is £104 per ton naked and technical £91. Carboys are £8 and demijohns, £10 per ton extra. Single carboys cost 1s. 8d. per lb. (3s. 8d. per kilo).

ADRENALINE. — Rates for synthetic B.P. are from 1s. 1d. (500-gm. lots) to 1s. 6d. (10-gm.) per gm. and ACID TARTRATE, B.P., from 9d. to 1s.

ALOIN. — Spot offers (14-lb. lots) are 28s. 9d. per lb.

ALUMINIUM HYDROXIDE.—One-cwt. lots of B.P.C. 1943 are 3s. 3d. per lb.

### LONDON EXCHANGE RATES

*At the opening on Wednesday*

| | | |
|---|---|---|
| Alexandria | Piastres to £ | 97⅛–97⅜ |
| Amsterdam | Florins to £ | 10·56–10·72 |
| *Bombay | Shillings to rupee | 1/5 31/32–1/6 1/32 |
| Brussels | Francs to £ | 138·95–141·05 |
| Copenhagen | Kronor to £ | 19·19½–19·48½ |
| Frankfurt | D Marks to £ | 11·67 7/16–11·84 13/16 |
| *Hong Kong | Shillings to $ | 1/2 13/16–1/2 29/32 |
| *Karachi | Shillings to rupee | 1/5 31/32–1/6 1/32 |
| Lisbon | Escudos to £ | 79·90–81·10 |
| *Montreal | Dollars to £ | 2·73 15/16–2·74 1/16 |
| New York | Dollars to £ | 2·78–2·82 |
| Oslo | Kronor to £ | 19·85–20·15 |
| *Paris | Francs to £ | 1,167·18–1,184·82 |
| Stockholm | Kronor to £ | 14·37½–14·59⅛ |
| *Singapore | Shillings to $ | 2/3⅛–2/4 |
| Zurich | Francs to £ | 12·15 7/10–12.33 9/10 |

*Free market rates; remainder Bank of England Bank rate: 4½ per cent. from August 14.

AMIDOPYRIN.—Minimum rate is 22s. 5d. per lb. with usual differentials for smalls.

*p*-AMINOSALICYLIC ACID. — The SODIUM SALT is 22s. 6d. per kilo for 1,000-kilo lots with smaller qantities at 23s. 3d. The CALCIUM SALT is 38s. 7½d. and 39s. 6½d. per kilo for similar quantities.

AMMONIUM ACETATE. — 1-cwt. lots of B.P.C., 1949, are quoted at 4s. 5d. per lb.

AMMONIUM BICARBONATE. — The B.P. powder is £50 5s. per ton; CARBONATE is £81 10s. for lump and £85 10s. for powder, all delivered terms.

AMMONIUM CHLORIDE. — Makers quote 1-cwt. lots of B.P. powder at 90s. per cwt. and are quoting extra-pure crystals at 126s.

BISMUTH SALTS.—The following are the prices (per lb.) in largest bulk packages:—

| | 28 lb. to 1 cwt. | 1 cwt. | 5 cwt. |
|---|---|---|---|
| | s. d. | s. d. | s. d. |
| CARBONATE .. | 22 3 | 21 9 | 21 4 |
| SALICYLATE .. | 21 9 | 21 4 | 20 10 |
| SUBGALLATE .. | 21 1 | 20 8 | 20 2 |
| SUBNITRATE .. | 20 5 | 20 0 | 19 6 |

The 1-cwt. rates (per lb.) for other salts are:—CITRATE, B.P.C., 22s. 8d.; NITRATE, crystals, 14s. 8d.; OXIDE, B.P.C., 27s. 7d.; OXYCHLORIDE, B.P., 27s. 9d.; OXYIODOGALLATE, B.P.C., 28s. 9d.; SODIUM TARTRATE, 35s. 6d.; and TRIBROMPHENATE, B.P.C., 26s. 9d.

BENZYL BENZOATE. — One-ton lots of B.P. grade are at 4s. 6d. per lb.

CAFFEINE. — Minimum rates for 5 cwt. or 250-kilos and over are as follows (kilo price in parentheses):—MONOHYDRATE, 17s. 6d. per lb. (38s. 9d.); ANHYDROUS, 18s. (39s. 9d.); CITRATE, 11s. 6d. (25s. 3d.); and SODIUM BENZOATE, 13s. 3d. (29s. 3d.); and SODIUM IODIDE, 22s. 6d. (49s. 6d.); and SODIUM SALICYLATE, 14s. 9d. (32s. 3d.).

CALCIUM GLUCONATE. — Quantities of 3 cwt. and upwards are quoted at 3s. 6d. per lb.; 1 cwt. to 2 cwt., 3s. 7d.

CARMINE. — Price is 90s. per lb. for 1-cwt. lots.

CHALK. — Prepared powder B.P., is £22 per ton for minimum 1-ton ex works.

CHINIOFON.—B.P. 1948 is 67s. per kilo; 50-kilo lots, 62s. 6d. per kilo. The sodium derivative (B.P. 1953) is 99s. 4d. and 92s. 9d. for the same quantities.

CHLOROFORM.—1-cwt. lots in winchesters are 3s. 6d. per lb.; 56-lb., 3s. 6½d. In drums, prices are 3s. 4d. and 2s. 4½d. per lb. respectively.

CINCHOPHEN.—1-cwt. lots are quoted at 21s. per lb.

CITRATES. — Rates (per lb.) for 1-cwt. and 5-cwt. lots are as follows:—

| | 1 cwt. | 5 cwt. |
|---|---|---|
| | s. d. | s. d. |
| SODIUM† .. .. | 2 11 | 2 10 |
| POTASSIUM† .. .. | 3 5 | 3 4 |
| IRON AND AMMONIUM*.. | 3 11 | 3 10 |

†Powder 2d. per lb. more. *Scales 9d. per lb. more.

ERGOTOXINE ETHANESULPHONATE. — Price per gm. for B.P.C. (1949) is: 1 gm., 168s. 9d.; 10 gm., 155s. 3d.

ETHER.—Prices (per lb.) in winchesters are as follows:—TECHNICAL B.S.S., and SOLVENT, 5-cwt., 2s. 7d.; (4s. 1½d. litre). In drums the price is 2s. 2d. per lb. ANÆSTHETIC, B.P., 5-cwt., 3s. 10d.; 10-cwt. 3s. 9d.

IODIDES.—Current quotations (per lb.) include the following:—

| | 28-lb. | 1-cwt. | 5-cwt. |
|---|---|---|---|
| | s. d. | s. d. | s. d. |
| POTASSIUM .. | 7 6 | 7 3 | 7 0 |
| SODIUM .. .. | 13 0 | 12 9 | 12 3 |
| AMMONIUM .. | 21 9 | 20 5 | — |

MANDELIC ACID.—In 1-cwt. lots the price is 12s. 6d. per lb. with the CALCIUM SALT also 12s. 6d. SODIUM MANDELATE is 13s. and AMMONIUM MANDELATE 50 per cent. solution, 7s. 6d.

PHENAZONE. — Imported material minimum rate, 13s. 10d. per lb.

ROCHELLE SALT. — Rates (per cwt.) for powder or granulated material are as follows:—In 5-cwt. lots or over, 200s. per cwt.; 1-cwt., 202s. 6d. SEIDLITZ POWDER, ordinary strength is 160s. 6d. per cwt. in 1-cwt. lots; smalls, from 2s. to 2s. 3d. per lb. Extra strong is 172s. 6d. per cwt., and from 2s. 1d. to 2s. 4d. per lb. for small quantities. Double-strength is 180s. per cwt.; smalls, 2s. 2d. to 2s. 5d. per lb.

SALICIN.—Quoted at 17s. 6d. per oz.

SALICYLIC ACID.—Prices are now: 5-cwt. lots in bulk, 3s. 0½d. per lb.; 1-cwt. 3s. 2½d.

SANTONIN. — Minimum terms for home market are 400s. per kilo.

SEMICARBAZIDE HYDROCHLORIDE.—Technical grade is 15s. 8d. per lb. for 1-cwt. lots.

SILVER SALTS. — PROTEIN, 36s. 3d. to 42s. 9d. per lb.; VITELLIN from 68s. 6d. to 76s. 6d. per lb. as to quantity.

SODIUM ACETATE.—B.P.C. in 28-lb. lots is 2s. 4d. per lb.; 1-cwt. 2s., and 5-cwt., 1s. 11d.

SODIUM BROMATE.—1-cwt. lots are quoted at 9s. 9d. per lb.

SODIUM CARBONATE. — B.P.C. exsiccated is 70s. per cwt.; 5-cwt., 65s. per cwt.

SODIUM CHLORIDE. — Re-crystallised is 25s. per cwt. and B.P., 42s.

SODIUM METABISULPHITE. — Granular in 1-ton lots is from £48 12s. 6d. to £53 17s. 6d. per ton according to packing.

SODIUM PERCARBONATE. — Price (per cwt.) is 170s. 9d. (bags, 7s. 6d. lower) for minimum 12½ per cent. available oxygen.

SODIUM PHOSPHATE. — B.P.C. powder is 2s. 3d. per lb.

SODIUM SALICYLATE.—Rates are now:—1-ton lots in bulk, 3s. 7d. per lb.; 5-cwt. 3s. 8d.; 1-cwt. 3s. 10d.

SODIUM SULPHATE.—Makers' prices for B.P. range from £12 10s. to £19 17s. 6d. per ton as to crystal and quantity, ex works.

SODIUM SULPHITE. — 1-ton lots on the spot of ANHYDROUS (48–50 per cent.) are £71 10s. per ton in 1-cwt. drums or £67 5s., in 1-cwt. bags. CRYSTALS, B.P.C., are £32 15s. per ton in 2-cwt. paper-lined bags. Commercial crystals are from £27 to £28 15s. as to packing.

SODIUM THIOSULPHATE. — Makers' price for 1-ton lots of photographic grade in paper-lined bags is £38 per ton.

ZINC CARBONATE. — In 1-cwt. lots the price is 1s. 9½d. per lb.

ZINC CHLORIDE. — B.P.C., cake from 4s. 6d. to 4s. 10d. per lb.; sticks from 5s. 10d. to 6s. 2d. per lb. TECHNICAL, 115s. per cwt.

ZINC OXIDE.—B.P. quality in 2-ton lots now £102 per ton; 1-ton, £103; 5-cwt., £112.

ZINC PEROXIDE. — Price (per lb.) for 1-cwt. lots of B.P. is 5s. 3d.

ZINC SULPHATE.—B.P. in 1-cwt. lots is quoted at 1s. 9d. per lb.; technical, 60s. per cwt.

## Crude Drugs

ACONITE. — Spot supplies of Spanish *napellus* are 2s. 6d. per lb.

AGAR.—Kobe is 10s. 9d. per lb., duty paid; for shipment, 8s. 11d.

ALOES. — Cape prime on the spot is 230s. per cwt. and for shipment, 210s., c.i.f.

ANISE (STAR).—Chinese is 130s. per cwt. c.i.f. and 140s. spot in bond.

BELLADONNA.—Herb is 2s. 6d. per lb. on the spot. Root is 1s. 6d. spot; shipment, 1s. 3d., c.i.f.

BENZOIN.—Sumatra block on the spot is £22 to £28 as to quality. No. 1 for shipment, £23 10s.

CAPSICUMS. — East African are from 150s. to 200s. per cwt. on the spot.

CARDAMOMS. — Aleppy greens are short on the spot, nominal value 15s. per lb.; October shipment, 14s. 3d., c.i.f. No. 1 seed for shipment, 20s. 6d., c.i.f., spot, 24s. 3d. nominal.

CASCARA.—Spot 1957 peel, 260s. per cwt. 1958 peel, shipment, 205s., c.i.f.

CASSIA.—Selected whole bark for shipment is 220s. per cwt., c.i.f., and extra-selected broken, 210s., c.i.f. Spot: Whole 235s. in bond nominal. *C. fistula*, 110s. per cwt.

COCHINEAL.—Silver-grey Peruvian quoted 6s. 6d. per lb., c.i.f.; Canary Isles black-brilliant, 20s. 6d., spot.

COCILLANA.—Bark is 1s. 8d. per lb. on the spot.

COLOCYNTH PULP.—Spot, 3s. per lb.

DIGITALIS LEAF.—Purpurea (1956 crop) is offered at 1s. 2½d. per lb., c.i.f.; 1957 crop, 2s. 6d. to 2s. 7d., c.i.f.

ERGOT.—Portuguese is 5s. per lb., c.i.f. for prompt shipment and 5s. 6d. spot nominal.

FRANGULA.—Spot is 105s. per cwt.

GENTIAN.—French is 170s. per cwt. on the spot.

GINGER. — African, 100s. per cwt. on the spot; new crop for shipment, 87s., c.i.f. Jamaican No. 3 on the spot is 280s. per cwt.

GRINDELIA.—Herb is quoted at 2s. 6d. per lb.

GUM ACACIA. — Kordofan cleaned sorts are 140s. per cwt. on the spot; October shipment, 128s. 6d., c.i.f.

HONEY. — Australian light-amber is 113s. to 117s. and medium amber 102s. 6d. to 107s. 6d. Argentine, 130s. to 135s.; Jamaican 135s. to 140s.; New Zealand clover, 160s. to 170s.; all per cwt. on the spot.

HYDRASTIS. — Spot 28s. per lb.; forward, from 26s. 6d. per lb., c.i.f.

HYOSCYAMUS.—Dutch leaves (*niger*), are 1s. 6½d. per lb., c.i.f., prompt shipment.

IPECACUANHA.—Matto Grosso, 58s. per lb., spot, limited supplies; shipment, no offers. Colombian quoted at 56s., c.i.f.; Costa Rican, no offers.

KARAYA. — No. 1 gum on the spot is quoted at 235s. per cwt. and No. 2 at 165s.

KOLA NUTS. — Jamaican are offered at about 8d. per lb. spot, and 7d., c.i.f. African 5d. to 5¼d. spot and 4d., c.i.f.

KRAMERIA.—Root is quoted at 90s. per cwt.

LANOLIN. — ANHYDROUS, B.P., is from 170s. to 175s. per cwt. in 1-ton lots and HYDROUS, B.P., 150s., free drums, delivered.

LEMON PEEL. — Spot is offered at 5s. per lb.

LIQUORICE.—Natural root : Persian on the spot is 47s. 6d.; for shipment, 42s. 6d., c.i.f., per cwt. Block juice: Anatolian, 200s. to 210s. per cwt., as to quantity. Italian stick from 310s. to 476s. per cwt. Spray-dried extract, 2s. 10½d. per lb.

LOBELIA HERB. — Spot offers of American are 4s. 6d. per lb. and for shipment, 3s. 9d., c.i.f. Dutch, 3s. 3d., c.i.f. for shipment.

MACE. — Whole on the spot is from 23s. 6d. per lb.

MENTHOL.—Chinese is 52s. 6d. per lb., duty paid and 47s. 6d., c.i.f; Brazilian, spot, 37s., duty paid, shipment, October–November, 34s., c.i.f. Formosan for shipment, 36s. 6d., c.i.f.

MERCURY. — Price per flask (76 lb.) is £79 on the spot.

ORANGE PEEL. — West Indian bitter quarters are 11d. per lb.; Spanish, 1s. 3d. to 1s. 6d., as to quality; thin-cut Tripoli, 2s. 3d.

ORRIS ROOT. — Florentine is 330s. per cwt.

PAPAIN. — Shipment (c.i.f.) value is 25s. per lb. for East African grade one.

PEPPER.—White Sarawak spot, 2s. 6½d. per lb.; October shipment, 2s. 5¾d., c.i.f.; Black Sarawak spot, 1s. 6½d.; shipment, 1s 6¾d., c.i.f. Black Malabar advanced to 212s. 6d. per cwt. on spot; new-crop for December–January shipment, 190s., c.i.f.

PODOPHYLLUM.—*Emodi*: 342s. 6d. per cwt., c.i.f. *Peltatum*, on the spot, 4s. 3d. per lb.; shipment, 450s. per cwt., c.i.f.

PYRETHRUM.—Extract, minimum 25 per cent. w/w pyrethrins, is 72s. per lb.

QUASSIA.—Chips on spot are offered at 55s. per cwt.

QUILLAIA.—Spot offers of whole bark at 160s. per cwt.; cut, 197s. 6d.; crushed, 190s. Whole for shipment, 110s., c.i.f.

RAUWOLFIA. — *Canescens*, 2s. per lb., c.i.f.; *Vomitoria*, 2s. 3d., c.i.f.; *Serpentina*, 6s., c.i.f. asked.

RHUBARB. — Chinese small to medium offering from 6s. to 7s. 6d. per lb., as to quality. Best grades not available on spot.

SAFFRON. — Spanish is quoted at 230s. per lb.

SARSAPARILLA.—Jamaican native red on the spot is 2s. 9d. per lb. Shipment, not offering.

SEEDS. — (Per cwt.). ANISE.—Spanish, 165s., duty paid. CARAWAY.—Dutch, 90s., duty paid. CELERY. — Indian 180s. on spot; shipment slightly easier at 137s. 6d., c.i.f. CORIANDER.—Moroccan spot 60s.; Polish, 52s. 6d., both duty paid. Shipment Moroccan, 41s., c.i.f. Pakistani, reported sold at 40s., c.i.f. CUMIN.—Cyprian, 245s. on spot; Iranian, 220s. in bond and 240s., duty paid. DILL.—Indian, 70s., spot and 58s., c.i.f., for shipment. FENNEL.—Indian, 175s.; Chinese, 157s. 6d., duty paid. FENUGREEK. — Moroccan 47s. 6d., duty paid. MUSTARD.—English, medium quality only offering at 80s.

SENEGA.—Spot is 14s. 6d. per lb.; shipment, 13s. 9d., c.i.f.

SLIPPERY ELM.—Grinding quality bark is 2s. 7d. per lb.

TONQUIN BEANS.—Para on the spot are offered at 8s. per lb. Shipment, 7s. 6d., c.i.f.

TURMERIC. — Madras finger is 65s. on the spot; shipment, 58s. 6d., c.i.f.

VALERIAN ROOT. — Spot: Indian (with rootlets) is 130s. and Belgian, 175s. to 195s. per cwt. Dutch (max. 2½ per cent. sand) for prompt shipment, 168s., c.i.f.

VANILLIN.—Rates (per lb.) are now:— 5-cwt. lots, 25s. 3d.; 1-cwt. 25s. 6d.; 56-lb., 25s. 9d.; smaller quantities, 26s.

WAXES. — Per cwt.). BEES'—Dar-es-Salaam, spot, 525s. nominal; shipment, 470s., c.i.f. Abyssinian, spot, 470s. in bond; shipment, 445s., c.i.f. Benguela spot, 520s., duty paid; shipment 460s., c.i.f. CANDELILLA.—Spot, 460s., CARNAUBA. Fatty grey, spot, 560s.; for shipment, 540s., c.i.f. Prime yellow, spot, 970s.; shipment, 945s., c.i.f.

## Essential and Expressed Oils

BIRCH TAR.—Rectified is about 14s. per lb. in 1-cwt. lots.

BOIS DE ROSE. — Brazilian is 17s. per lb. on the spot and 15s. 9d.

CALAMUS.—Spot quotations are 62s. 6d. per lb.

CAMPHOR, WHITE.—Chinese is 1s. 10d. per lb., in bond.

CASSIA.—Spot is 13s. 3d. per lb.; shipment, 13s. 6d., c.i.f.

CEDARWOOD.—1-cwt. lots of American are 5s. per lb. and Kenya, 4s.

CELERY SEED. — Oil is 90s. per lb. for bulk lots.

CHENOPODIUM.—Spot value is 40s. per lb. for original containers.

CINNAMON.—From quillings, best English-distilled is 50s. per oz.; other B.P. oils from 165s. per lb. Ceylon leaf, spot, 11s. 6d. per lb.; shipment, 10s. 10½d., c.i.f., rectified, 15s. per lb.; Seychelles, 6s., spot, shipment, 5s. 7½d.

CITRONELLA.—Ceylon, spot is 4s.; shipment, 3s. 5½d., c.i.f. Formosan, prompt shipment, 3s. 7½d. (spot nominally 4s. in bond).

COD-LIVER. — B.P. is 11s. 6d. per gall. in charged returnable drums. Veterinary is from 9s. 6d. per gall.

CORIANDER. — B.P. oil is quoted from 67s. 6d. per lb.

CUBEB.—Small spot supplies of imported are 65s. per lb.

CUMIN.—Quotations for English-distilled oil are about 90s. per lb. and imported, 85s.

DILL.—B.P. imported is 25s. per lb.

EUCALYPTUS.—Australian 70 to 75 per cent. eucalyptol on the spot is 4s. 9d. per lb. 80–85 per cent., 5s. 6d. Spanish (70–75), 4s. spot.

FENNEL.—Spanish sweet on the spot is quoted at 9s. 6d. per lb.

GINGER. — English-distilled oil is 160s. per lb. Imported: Jamaican, 130s.; Chinese, 100s. duty paid.

GRAPEFRUIT. — Jamaican, 20s. per lb., spot. Californian for shipment in limited supplies at 19s. 8d. per lb. South African, 10s. spot.

JUNIPER. — B.P.C. 1949 oil is from 9s. per lb. on the spot. English-distilled is 155s. JUNIPER WOOD, from 5s.

LEMONGRASS.—Spot is 5s. 9d. per lb., and shipment, 5s. 3d., c.i.f.

PALMAROSA. — East Indian, 23s., spot, and 19s., c.i.f

PATCHOULI. — Penang is 25s., duty paid and 21s., c.i.f. per lb.

RUE.—Spanish is 25s. per lb. on the spot.

SASSAFRAS. — Brazilian is from 3s. 6d. per lb., duty paid.

SPEARMINT.—Offers of U.S.P. grade are from 45s. per lb. on the spot. New-crop for shipment, 45s., c.i.f.

YLANG YLANG.—Spot is from 32s. 6d. to 46s. per lb. as to grade.

## UNITED STATES REPORT

NEW YORK, SEPTEMBER 30: Price changes in CRUDE DRUGS included an advance of two cents per lb. in powdered NUX VOMICA to 18–20 cents and a reduction of five cents a lb. in imported PEPPERMINT LEAVES. Price movements in ESSENTIAL OILS have been downward of late with losses being recorded in BOIS DE ROSE, CANANGA and Turkish GERANIUM. Meanwhile, the recent Government report on the estimated crop of SPEARMINT, indicating a drop of 10 per cent. from last year's crop, served to give additional support to an already strong tone in the oil.

# PRINT AND PUBLICITY

**Medical Propaganda**

Manufacturers' leaflets, folders, booklets, etc., directed to doctors but available to pharmacists.

ROCHE PRODUCTS, LTD., Welwyn Garden City: "Roche Research." Blotter.

MAY & BAKER (PHARMACEUTICAL SPECIALITIES), LTD., Dagenham: "Sonergan" (information card); "Penitriad" (4-p. folder); "Phenergan elixir" (blotter); "Brulidine" (blotter); "Stemetil" (2-p. folder).

CIBA LABORATORIES, LTD., Horsham, Sussex: "Aturbane" (9-p. booklet).

GEIGY PHARMACEUTICAL CO., LTD., Wythenshawe, Manchester: "Dosulfin" (4-p. folder); "Eurax" (16-p. booklet); "Taoryl" (4-p. folder).

**Price Lists**

EVANS MEDICAL SUPPLIES, LTD., Speke, Liverpool, 24. September 1958. Pp. 115.

# COMMERCIAL TELEVISION

PROGRAMME details are given to enable chemists to put in linking-up displays if they wish. Notice given is as far in advance of the programme date as can be guaranteed by the broadcasting companies. Where known, the number of appearances of the product during the week is shown in parentheses.

**October 12-18**

LONDON

Airwick (3). Ajax. Alka Seltzer (2). Aspro (4). Azymil capsules. Beecham's pills (3), powders (4). Bristow's lanolin shampoo (2). Cadum soap. Camay (2). Carter's little liver pills (2). Colgate's tooth-paste. Cutex "Stay-fast" lipstick (2). Damaskin. Delrosa rose-hip syrup. Digestif Rennies.

Euthymol tooth-paste. French's bird food (2). Fresh-Aire (2). Gale's honey (2). Germolene (4). Gillette razors and blades (2). Gleem tooth-paste. Heath and Heather herbal products. Horlicks (3). Iron Jelloids (3). Lantigen B. Loxene shampoo (3).

Macleans indigestion tablets (2), tooth-paste (2). Milk of Magnesia tablets (2). Max Factor toilet preparations (2). Moorland's indigestion tablets. Nervone (2). Palmolive soap. Penetrol inhalant. Phensic (3). Phosferine (3). Phyllosan (2). Pond's toilet preparations. Punch and Judy tooth-paste. Rinstead pastilles. Rosemary shampoo.

Scotties (3). Sebbix shampoo (2). Silvikrin pure, shampoo (2), hair cream. Supavite (3). Trojan soap pads. Trugel (3). Veno's cough cure (3). Vosene shampoo (2). Whitecross television glasses.

MIDLAND

Airwick (3). Ajax. Alka-Seltzer. Aspro (8). Atkinson "skin deep" (2). Azymil capsules (2). Beecham's pills (3), powders (4). Cadum soap. Camay (3). Carter's little liver pills (2). Californian syrup of figs. Colgate's tooth-paste. Cutex "Stay-fast" lipstick (3). Delrosa rose-hip syrup. Diuromil.

Euthymol tooth-paste. Fenning's Little Healers (2). French's bird food (2). Fresh-Aire (2). Gale's honey (4). Germolene. Gillette razors and blades (2). Gleem tooth-paste. Hiltone (2). Horlicks (3). Iron Jelloids (3). Lantigen B. Loxene hair oil (3), shampoo (3).

Maclean's indigestion tablets (2), tooth-paste (2). Milk of Magnesia. Max Factor toilet preparations (2). Moorland's indigestion tablets. Palmolive soap. Penetrol inhalant. Phensic (3). Phosferine (2). Phyllosan (3). Pond's toilet preparations.

Sanatogen. Scotties (2). Sebbix shampoo. Silvikrin pure, shampoo (2), hair cream (2). Sprinkleen. Thru. Trojan soap pads. Trugel (3). Veno's cough cure (3). Vosene shampoo (3). Whitecross television glasses. Yeastvite.

NORTH

Airwick (3). Ajax. Alka Seltzer (2). Aspro (7). Azymil capsules (3). Beecham's pills (3), powders (4). Bristow's lanolin shampoo. Camay (5). Californian syrup of figs. Cephos (4). Colgate's tooth-paste. Delrosa rose-hip syrup (2). Dento (2). Diuromil.

Euthymol tooth-paste. Fenning's Little Healers (2). French's bird food (2). Fresh-Aire (2). Germolene (4). Gillette razors and blades (2). Gleem tooth-paste. Horlicks (2). Lantigen B. Loxene shampoo (3).

Maclean's indigestion tablets (2), tooth-paste (2). Milk of Magnesia (2), tablets. Max Factor toilet preparations. Moorland's indigestion tablets (2). Palmolive soap. Penetrol inhalant. Phensic (5). Phosferine (2). Phyllosan (3). Pond's toilet preparations. Punch and Judy tooth-paste.

Sanatogen. Scotties (2). Sebbix shampoo. Setlers (3). Silvikrin pure, shampoo (2), hair cream (2). Supavite (3). Sprinkleen. Thru. Trojan soap pads. Trugel (3). Veno's cough cure (3). Vosene shampoo (3). Whitecross television glasses. Yeastvite.

SCOTLAND

Airwick (3). Ajax. Alka-Seltzer. Askit (7). Aspro (5). Atkinson "skin deep" (2). Beecham's pills (4), powders (4). Bristow's lanolin shampoo (2). Colgate's tooth-paste. Delrosa rose-hip syrup. Digestif Rennies (3).

Euthymol tooth-paste, French's bird food (2). Germolene (4). Gillette razors ad blades (2). Gleem tooth-paste. Horlicks (2). Lantigen B. Loxene shampoo (3).

Maclean's indigestion tablets, tooth-paste. Milk of Magnesia. Max Factor toilet preparations (2). Moorland's indigestion tablets. Penetrol inhalant. Phensic (5). Phosferine (2).

Scotties (3). Sebbix shampoo. Silvikrin shampoo, hair cream (2). Simkin's products. Thru (2). Trojan soap pads. Trugel (2). Veno's cough cure (3). Vosene shampoo (3).

WALES

Airwick. Ajax. Amami wave set (3). Alka-Seltzer. Aspro (3). Beecham's pills (3), powders (4). Bristow's lanolin shampoo (2). Cadum soap. Camay (5). Colgate's tooth-paste. Delrosa rose-hip syrup. Digestif Rennies (3). Diuromil. Dr. Wernet's powder.

Euthymol tooth-paste. French's bird food (2). Fresh-Aire (2). Germolene (4). Gillette razors and blades (2). Gleem tooth-paste. Hiltone (2). Horlicks (2). Lantigen B. Loxene shampoo (3).

Maclean's indigestion tablets, toothpaste. Milk of Magnesia tablets (2). Max Factor toilet preparations. Moorland's indigestion tablets. Phensic (5). Phosferine (3). Phyllosan (3). Punch and Judy tooth-paste.

Sebbix shampoo (3). Silvikrin shampoo (2), hair cream (2). Simpkin's products. Sprinkleen. Thru. Trojan soap pads. Veno's cough cure (4). Vosene shampoo (4). Yeastvite.

SOUTH

Airwick (3). Ajax. Aspro (3). Cadum soap. Camay (2). Colgate's tooth-paste.

Fenning's Little Healers. French's bird food (2).

Gillette razors and blades (2). Gleem tooth-paste. Horlicks (2). Lantigen B. Loxene shampoo (3).

Milk of Magnesia tablets (2). Max Factor toilet preparations (2). Moorland's indigestion tablets.

Scotties (2). Silvikrin shampoo (2), hair cream (2). Thru. Vosene shampoo (4).

# *C. & D.* WEEKLY LIST OF PRICES

**A = Advanced; R = Reduced; I.R.P. = Inclusive Retail Price; * = Tax 30 per cent.; ‡ = Tax 60 per cent.**

**ANGLO-FRENCH DRUG CO., LTD.**

| | | Doz. | I.R.P. | |
|---|---|---|---|---|
| Fleet enema (C. B. Fleet)* single-use unit | | 43 6 | 6 0 | *R* |

**JEYES-IBCO SALES, LTD.**

| | | | | |
|---|---|---|---|---|
| Jeyes' sulphur candles | ½ lb. | 11 3 | 1 3 | *A* |
| | 1 lb. | 15 9 | 1 9 | *A* |

**LABORATORIES FOR APPLIED BIOLOGY, LTD.**

| | | | |
|---|---|---|---|
| Pernomol chilblain paint* | | 2 10 | *R* |

**H. R. NAPP, LTD.** (from October 1)

| | | | | |
|---|---|---|---|---|
| Dyspastol tablets* | 25 | 24 0 | 3 4 | *R* |
| | 100 | 84 0 | 11 6 | *R* |
| Fortior capsules | 25 | 36 0 | 4 0 | *R* |
| | 150 | 185 0 | 20 7 | *R* |
| Minacedin tablets | 20 | 36 0 | 4 0 | *R* |
| | 100 | 148 0 | 16 5 | *R* |
| Neonal cream* | 1 oz. | 27 9 | 3 10 | *R* |

**UPJOHN OF ENGLAND, LTD.** (from October 1)

| | | | | |
|---|---|---|---|---|
| Mycifradin sterile powder | 500 mgm. | 12 3 | | *R* |

## P.A.T.A. LIST

**(Alterations notified this week by the Proprietary Articles Trade Association.)**

ADDITIONS TO THE LIST

**HORLICKS, LTD.** [corrected note]

| | | | |
|---|---|---|---|
| Horlicks chocolate flavoured food-drink | 6 oz. | 27 2 | 2 10 |
| | 12 oz. | 48 0 | 5 0 |

**H. R. NAPP, LTD.** (from October 1)

| | | Doz. | |
|---|---|---|---|
| Livox capsules | 100 | 90 0 | 10 0 |
| | | Each | |
| | 500 | 31 6 | 42 0 |

**CHAS. H. PHILLIPS CHEMICAL CO., LTD.**

| | | Doz. | |
|---|---|---|---|
| Mil Par (plain)* | 4 oz. | 14 7 | 2 0 |

**WIGGLESWORTH, LTD.**

| | | | |
|---|---|---|---|
| Inhalex nasal spray | | 20 9 | 3 0 |
| | 12 | 19 0 | |

## NEW PRODUCTS AND PACKS

| | |
|---|---|
| Bronnley's beauty lotion‡ | 7 6 |
| beauty Cologne‡ | 10 0 |
| | 14 6 |
| beauty bath essence‡ | 10 0 |
| | 14 6 |
| beauty bath cubes‡ 6 | 5 0 |
| beauty purse Cologne‡ | 5 9 |
| beauty talcum powder‡ | 4 6 |

**CAMDEN CHEMICAL CO., LTD.**

| | | Each | |
|---|---|---|---|
| Elimit tablets | 100 | 18 5 | 24 6 |
| | 500 | 79 11 | 106 6 |

**CIBA LABORATORIES, LTD.**

| | | | |
|---|---|---|---|
| Ultandren tablets | | | |
| 1 mgm. | 25 | | 6 9 |
| | 100 | | 21 0 |
| | 500 | | 100 0 |
| 5 mgm. | 25 | | 24 9 |
| | 100 | | 94 0 |
| | 500 | | 465 0 |

**CRYSTAL PRODUCTS, LTD.**

| | | |
|---|---|---|
| Outdoor Girl propelling eye pencil‡ | | 3 9 |
| double refill‡ | | 2 0 |

**ELLIMAN & SONS, LTD.** (from October 1)

| | | | | |
|---|---|---|---|---|
| Elliman's Fibro cream* | | | | |
| | 1 oz. | 24 3 | 3 6 | *R* |

**GALA OF LONDON, LTD.**

| | |
|---|---|
| White Horse pre-electric shave lotion‡ | 5 6 |
| | 9 6 |
| after-shave balm‡ | 5 6 |
| | 9 6 |

**GENATOSAN, LTD.**

| | | | |
|---|---|---|---|
| Procelium powder (new formula) | puffer pack | Doz. | |
| | 25 gm. | 21 0 | 2 6 |

**GLAXO LABORATORIES, LTD.**

| | | Each | |
|---|---|---|---|
| Biotexin syrup | 2 oz. | 15 0 | 22 6 |

**H. P. JENKINS** (distributors, **ROWLAND JAMES, LTD.**)

| | Doz. | |
|---|---|---|
| Brekna iodised salts | 24 0 | 2 6 |

**MENTHOLATUM CO., LTD.**

| | | |
|---|---|---|
| Mentholatum deep-heat rub* | 27 0 | 3 9 |

**ROCHE PRODUCTS, LTD.** (from October 1)

| | | | |
|---|---|---|---|
| Becosym tablets | 100 | 6 0 | *R* |
| | 500 | 24 6 | *R* |
| Becosym forte tablets | 25 | 9 0 | *R* |
| | 100 | 24 0 | *R* |
| | 500 | 108 0 | *R* |
| Benerva compound tablets | | | |
| | 100 | 2 9 | *R* |
| | 500 | 8 9 | *R* |
| | 1,000 | 15 0 | *R* |

**SILTEN, LTD.**

| | | Each | |
|---|---|---|---|
| Tympalgin ear drops | | | |
| | ¼ fl. oz. | 2 1 | 2 9 |
| | ½ fl. oz. | 3 0 | 4 0 |

**STEINER PRODUCTS, LTD.**

| | |
|---|---|
| Feminin‡ | 31 0 |

**A. WANDER, LTD.**

| | | Doz. | |
|---|---|---|---|
| Triominic tablets* dispensing packs | 50 | 101 8 | 15 3 |
| | 250 | 436 8 | 65 6 |
| syrup* | 2 fl. oz. | 30 0 | 4 6 |
| dispensing pack | 20 fl. oz. | 170 0 | 25 6 |

# *If your business depends on a quick turnover...*




## make sure the goods are advertised in the Daily Mail

The right *kind* of advertising can always speed up your turnover. That's why it's so important to ask salesmen this question: "*Is the Daily Mail on the advertising schedule?*"

If it is, you know you're on to a good thing. Because the people you look to for the great bulk of your business, the ones who come in *regularly*, tend to be Daily Mail readers. You may have noticed it yourself.

Daily Mail readers know the advertisements in their newspaper can be taken at face value. Before they ever appear in print they're carefully vetted for accuracy. If a customer is misled, and makes a genuine complaint, the Daily Mail will see that he gets his money back—if necessary by bearing the expense itself. All this in the interest of advertising that can be *believed*.

What's good for your customers is good for you, too. Be sure it's a Daily Mail-advertised product every time.

*YOUR BEST CUSTOMERS READ THE DAILY MAIL*




WARERITE Wallboard has been used to panel the walls of two newly opened shops of the Express Dry Cleaning Works (Rushden) Ltd. The bright yellow Regent pattern which has been chosen harmonises with the gay carpets and curtains. Shop-fitter responsible for the shop illustrated was: Smith & Bunning Ltd., Regent Street, Kettering.

# New WARERITE REGD. wallboard

## for Brighter Premises—Better Business!

Good-looking premises always help to attract more customers—and that means *more business*. Panelling with WARERITE Wallboard is the ideal, simple way to brighten up walls, counter fronts, partitions, flush doors, ceilings and all vertical surfaces. WARERITE Wallboard is moisture-resisting, durable and easily cleaned, and there are many different patterns and colours to choose from!

*WARERITE materials are supplied from stock in cities and towns throughout the country. Write for literature, samples and the name of your nearest distributor.*

**WARERITE REGD. wallboard**

**IS IDEAL FOR VERTICAL SURFACES AND CEILINGS**

• Wipes clean instantly • Easier construction at lower cost—no maintenance • Resistant to steam and moisture • Can be fixed with screws, or panel pins; cemented to wooden battens or fitted into frames • Standard boards 8ft. x 4ft. • Melamine-resin surfaced both sides

**WARERITE wallboard**

**with the lovelier patterns!** REGD.

**A product of BAKELITE LIMITED · 12-18 GROSVENOR GARDENS · LONDON SW1 · Telephone: SLOane 0898**

TGA WW13

## Flexile Case Histories




# Bostik posed a problem

## FLEXILE simply solved it

The makers of "Bostik," the well-known sealing compound, had a problem—to find a contemporary tube for their new-style adhesive "Clear Adhesive" without materially increasing costs. Like so many manufacturers, they called in Flexile. The new Flexile Polythene Flowerpot Cap gave the complete answer. Here's why. 1. As the caps were made from standard tools, no extra tool charges were incurred. 2. Being polythene and wadless, the caps could be supplied at low cost. 3. The special ring seal gave perfect closure and eliminated seepage, yet the cap, being polythene, did not become cemented to the nozzle. 4. The distinctive appeal of the cap gave an entirely new look to a "Bostik" tube. Yes, Flexile have a flair for solving tube packaging problems . . . they can help you solve yours.

*'Phone Flexile first*

**FLEXILE OF STEVENAGE**

**JUST PUBLISHED** *A new brochure "If the cap fits . . ." describes all the advantages of Flexile Polythene Caps. Send for a free copy TODAY.*

**FLEXILE METAL CO. LTD., BESSEMER DRIVE, STEVENAGE, HERTS. STEVENAGE 1491**

# OSTERMILK, FAREX ..



# ...and more than 12 million readers

Glaxo sales are going from strength to strength... because Glaxo advertising is keeping up the pressure. There's another half-page in the Daily Express on October 7th for instance . . . one of a long series destined to tell the Glaxo story in large circulation publications for many months to come.

No baby talk in these advertisements! Glaxo are telling almost every mother in the country what they want to know; why they can, and should, trust their children to Glaxo care. Glaxo are stressing the extensive scientific experience that lies behind Ostermilk and Farex . . . talking the way no other maker of baby food has talked—or *can* talk—ever.

Profit from the confidence created by this original and persuasive advertising. Check your stocks of Glaxo's Ostermilk and Farex now. Make sure you've got enough to keep *all* your customers' custom.

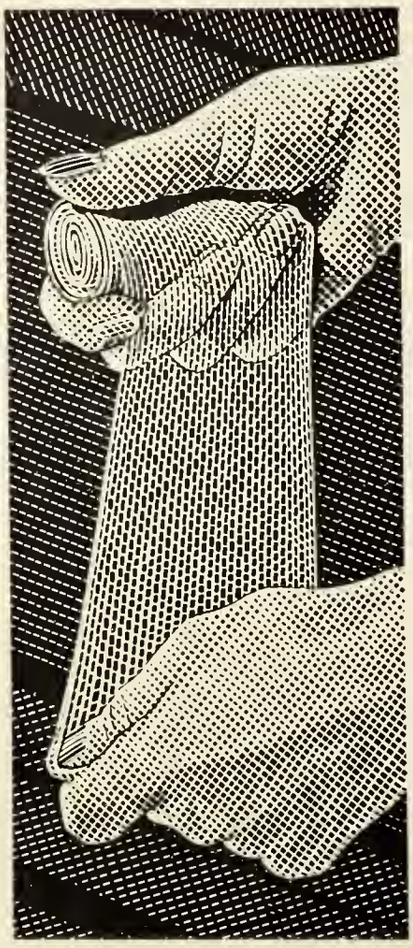
## OSTERMILK and FAREX

**ADVERTISEMENTS WILL BE SEEN BY**

**OVER 12 MILLION READERS OF THE**

## DAILY EXPRESS

# Net profits!



Lastonet Elastic Net Bandages, with their two-way stretch, give firm, even support to sprained or weak joints. Their open net lets air circulate freely. They're hygienic and washable. Hence their popularity and great sales potential. They're available in 5-yard lengths (fully stretched) and 2½, 3, 3½ or 4 inch widths, also 5 inch width of 7½ yard length (fully stretched). Attractively packed in half-dozens or dozens. They can be supplied against NHS prescriptions. There's a good profit margin and display material is available. Over to you! *Approved by the National Varicose Foundation.*

Lastonet ELASTIC NET BANDAGES

LASTONET PRODUCTS LIMITED
CARN BREA, REDRUTH, CORNWALL

ΦT3

---

TUSSOLA for TROUBLESOME COUGHS




## A FIRST CLASS LINE

Sales of Tussola have increased considerably through recommendation. This cough preparation has for its basis a mixture of treacle, honey and liquorice with squill, peppermint and aniseed, etc., and a small dose of Pholcodine.

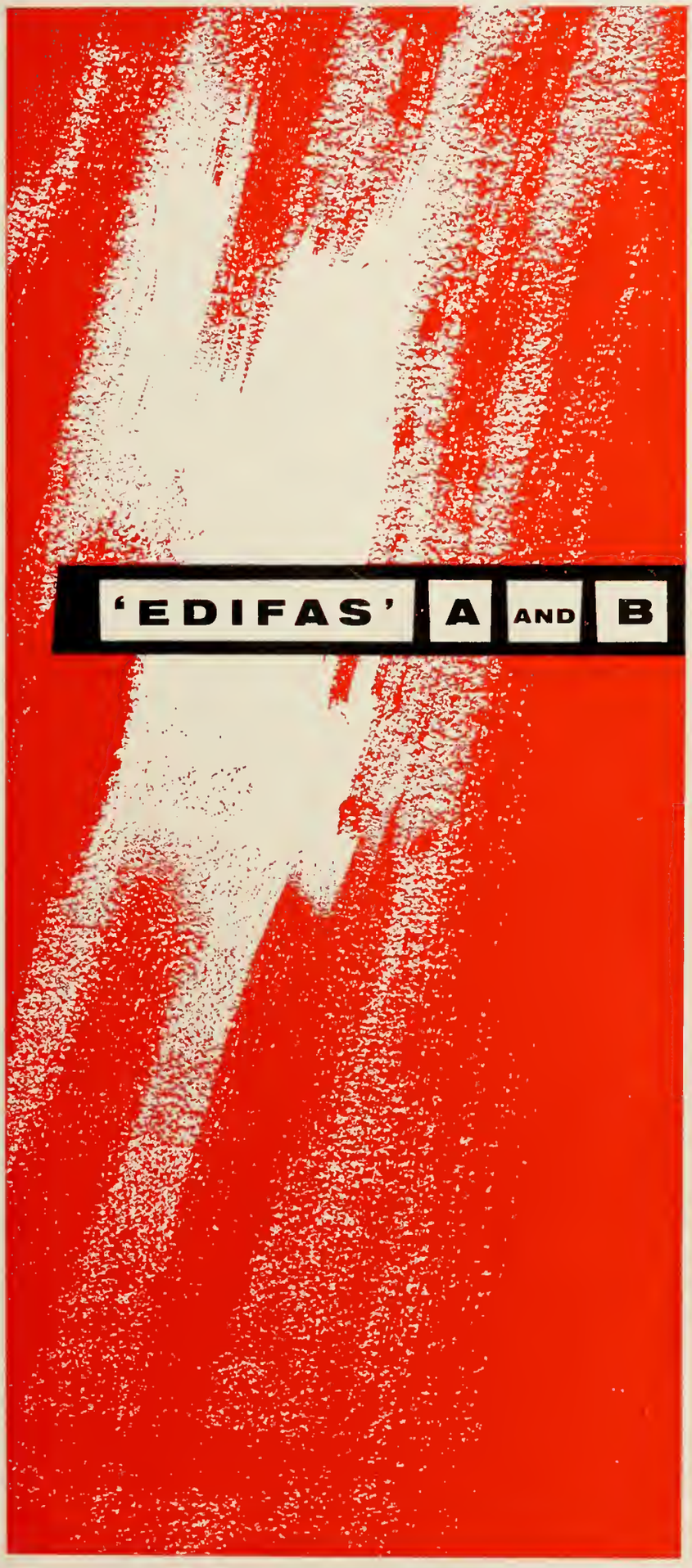
Pholcodine is considered to have all the advantages of morphine in the suppression of unproductive cough without its disadvantages. In its favour are its low toxicity and its lack of influence on bowel movement and tone; it is non-constipating and is well tolerated by children. It is also more active than Codeine, less toxic and has fewer reactions.

**PRICES**

| | Trade | Purchase Tax | Retail including P.T. |
|---|---|---|---|
| 4 oz. Bottle | **20/-** doz. | **6/-** doz. | **3/-** each |
| 8 oz. Bottle | **31/-** doz. | **9/3** doz. | **5/-** each |

Bonus and Crowner available

A PRODUCT OF Cuxson, Gerrard & Co. Ltd. OLDBURY, BIRMINGHAM




# the modern excipients

'Edifas' brands of sodium carboxymethyl cellulose and methyl ethyl cellulose set new standards of efficiency and economy in pharmaceutical dispensing and manufacture as

**emulsifying agents**
**thickening agents**
**stabilising agents**
**suspending agents**
**binding agents**

'Edifas' A and 'Edifas' B are available in powdered or fibrous form.

For further information write to:

**Imperial Chemical Industries Limited, London, S.W.1.**

ICI

NC. 4

STRAIGHT FROM AMERICA TO YOUR COUNTER

# NEW!

# MENTHOLATUM

# DEEP HEAT

# RUB

## Latest anti-rheumatic cream ready proved in the biggest mass market of all

It's a *proved* seller in Canada and America. It's been *proved* effective by millions of rheumatic sufferers. Now Mentholatum DEEP HEAT Rub comes to Britain, to *your* counter—backed by a bonus offer, a guaranteed sale and the *biggest advertising campaign ever used to launch a product of this kind!*

Ever seen such an obvious money-spinner? Read all about Mentholatum DEEP HEAT Rub now. And then get stocked up quickly.

**RETAILS AT 3/9 PER LARGE TUBE**

# To be launched with the

# BIGGEST-EVER ADVERTISING CAMPAIGN

## for an anti-rheumatic product

## FULL PAGE IN RADIO TIMES, OCT. 24th




That's just the spearhead of the Mentholatum Deep Heat Campaign. This ad. alone can be seen and read by 24 million people—and it's backed by the heaviest ever, big space advertising in these mass-circulation papers.

| MEDIA | | | COPIES SOLD |
|---|---|---|---|
| Radio Times | FULL PAGE | HALF PAGE | 8,049,691 |
| News of the World | 4 | 11″ x 3 cols. | 7,241,396 |
| People | 4 | 11″ x 3 cols. | 4,865,534 |
| Glasgow Sunday Post | 4 | 11″ x 3 cols. | 1,000,000 (estimated) |
| Newcastle Sunday Sun | 4 | 11″ x 3 cols. | 217,320 |
| Belfast Telegraph | 4 | 11″ x 3 cols. | 189,436 |

***THESE PAPERS REACH NEARLY 90% OF ALL PEOPLE IN THE COUNTRY***

**TV**

### ON NORTHERN NETWORK

Two half-minute spots per week will be seen by over seven million viewers in this area from Oct. 26th—Dec. 14th and from Dec. 30th—Feb. 28th.

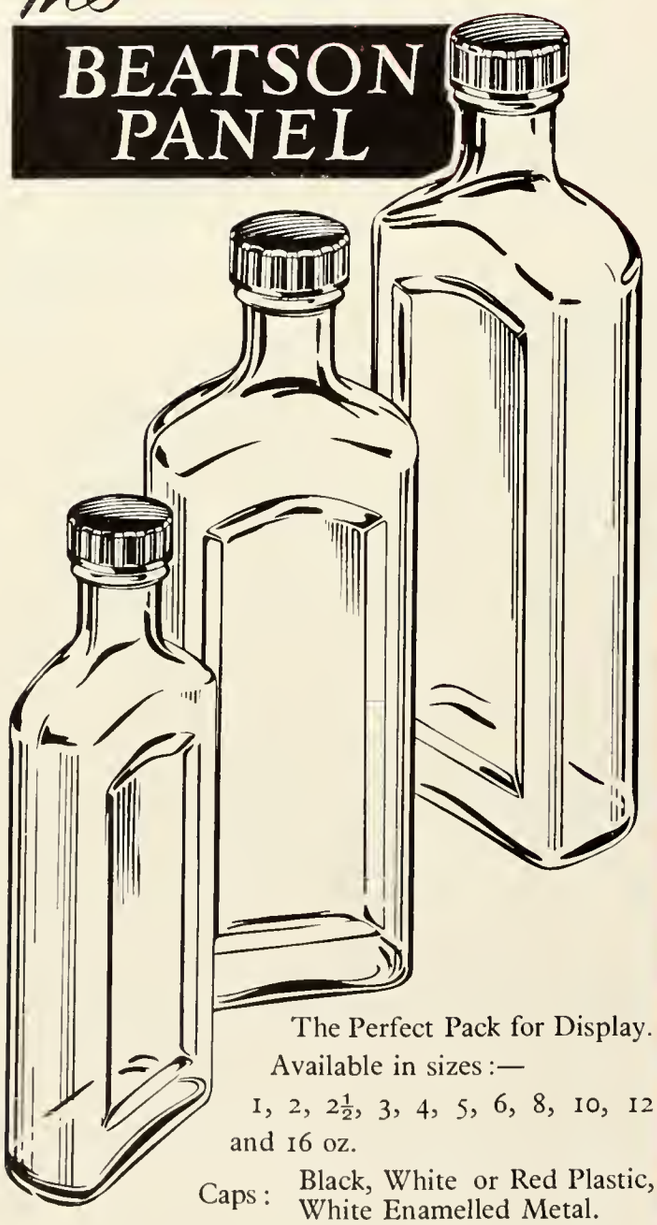
# 7 FOR 6 BONUS

**SALE GUARANTEE!** Yes! 1/5 a tube profit, no risk with new Mentholatum Deep Heat Rub. Write now for details of this big bonus scheme, sale guarantee, and a free salesmaking showcard, Mentholatum Co. Ltd., Slough, Bucks.

# HURRY! OFFER CLOSES OCTOBER 31st!

Now available in AMBER 2, 4, 8 and 16 oz.

The BEATSON PANEL



The Perfect Pack for Display.

Available in sizes :—

1, 2, 2½, 3, 4, 5, 6, 8, 10, 12 and 16 oz.

Caps : Black, White or Red Plastic, White Enamelled Metal.

*"The Sign of a* TRADE MARK REGISTERED *Good Bottle"*

BEATSON, CLARK & CO. LTD
*GLASS BOTTLE MANUFACTURERS*
ROTHERHAM *Established* 1751 YORKS

BC99.

# Target for Talcum

Could you sell more Cuticura Talcum Powder? We are pulling our weight with widespread and regular national advertising of this popular preparation. It's simply left to you to display one or two of the attractive Cuticura tins as point-of-sale reminders. Along, of course, with all those other, similarly sought-after, Cuticura lines. Stock, show and recommend

## Cuticura Talcum Powder

*also*

SOAP • OINTMENT
HANDCREAM • MEDICATED LIQUID
SHAVING STICK

96




*"TURNS PENCE INTO POUNDS"*

THE
**SELFWEIGH**
**PERSONAL WEIGHER**
COIN OPERATED
No. 392

**CAPACITY** 20 stone x 1 lb. divisions. Dial can be graduated in metric or other systems of weight.

**COIN RECEPTACLE.** Holds £20 in pennies, i.e., approximately 5,000 coins.

**PLATFORM.** 12in. x 10in. grey Altro Safety Tread.

**THREE STANDARD COLOUR SCHEMES.** Vitreous enamelled in three standard finishes :

1. Beige and Beech Brown.
2. Grey and Beech Brown.
3. Or all White.

BRITISH MADE THROUGHOUT BY
**VANDOME & HART**
LIMITED
Established 1660
WENLOCK ROAD, LONDON, N.1
Phone : CLErkenwell 7181
Telegrams : Bascule, Phone, London
Cables : "Bascule, London."

BRANCHES AND SERVICE DEPOTS THROUGHOUT THE BRITISH ISLES

Here's why you'll be selling MORE

Sunbeam

THIS CHRISTMAS THAN EVER BEFORE!

**NEW Silver Glide Shavemaster**

*with super-close pre-shave lotion*



Model XCPL, complete with Sunbeam Super-close pre-shave lotion, in black morocco presentation case. Jet black, Surf white, Cadet grey, Burgundy, Ranch tan, or Saddle brown. AC/DC 210/250v.
Also dual voltage model XCPR with resistor for AC/DC 100/140v. and 190/250v.

**Silver Glide Shavemaster**

*in stand-type case*



Model X6. Also in the full range of colours. Case in clear and black plastic. For AC/DC 210/250v.

**Lady Sunbeam Shavemaster**

The modern aid to feminine daintiness. Pink, blue or turquoise, in attractive presentation box. AC only, 230/250v.



**NEW Sunbeam Super-close Pre-shave Lotion**

For use with Sunbeam and *all* dryshavers. Sets up the beard for closer shaving, leaves skin cool and refreshed. In handy display cartons.

**POWERFUL, COLOURFUL ADVERTISING**

Between now and Christmas, millions will see these perfect gifts through colour advertisements in the influential national magazines. STOCK NOW—TO ENSURE YOUR SHARE OF SALES.

Sunbeam

the best electric appliances made.

Sunbeam Electric Ltd., Nerston, East Kilbride, Glasgow.

# INSPIRE ADDITIONAL SALES WITH THIS Twinco "SLIDAWAY" FOLDING BRUSH

IT IS ADVERTISED IN "RADIO TIMES" NOVEMBER



This—



becomes—



THIS—




No. 140/2A Black and Tan. No. 140/2B Blue and Lemon. 83/6 dozen, 12/6 each retail. 30% Tax.

The Twinco "Slidaway" folding pocket brush is made in high impact polystyrene, measures less than a packet of cigarettes and by merely withdrawing and reversing lid, rows of Nylon Tufts spring up rigidly to form a brush. Two in presentation box as shown — one marked "Hair" and one "Clothes"..

**ORDER FROM YOUR WHOLESALER**

*Manufacturers—*

**LAUGHTON & SONS LTD. (formerly Jarrett Rainsford & Laughton) BIRMINGHAM, 14**

---

*New and nationally advertised!*

## SANITARY PROTECTION IN LUXURY NYLON LINGERIE

Women are quick to appreciate the many advantages of Cosette No-Belt Sanitary Protection. These dainty white nylon briefs with waterproof gusset and pockets for the towel are more hygienic, convenient and safe — a profitable line for you too!

**No belts, hooks or pins**

RETAIL **12/3** a pair. 3 sizes.



**FREE DISPLAY OUTER & SHOWCARD**



*Be sure you can meet the immediate demand by sending for details and trade prices to:—*

**No Belt**

**COSETTE LTD., 28 GOODGE STREET, LONDON, W.1**

---

# The shaving brush with the TWO YEAR guarantee ....

*We cordially invite you, when in London, to visit our showrooms at:—*
*92 Regent Street, London, W.1*
*(one minute from Piccadilly Circus)*
*and see our range of 250 Pure Bristle and Pure Badger Shaving Brushes to suit all markets*




**VULFIX**

**SHAVING BRUSHES**

**PURE BADGER AND PURE BRISTLE**

*Please ask your wholesaler for particulars of our special offers.*
Write for illustrated brochures and price lists.

**THE PROGRESS SHAVING BRUSH CO. LTD.**

**Mottram St., Stockport, Eng. 92 Regent St., London, W.1**

THE NAME BEHIND THE CHEMIST

Meggeson

FOR OVER A CENTURY AND A HALF

FOR STOMACH COMFORT




# The outstanding preparations in their fields

NATIONALLY ADVERTISED




FOR THROAT COMFORT

CF

*Meggeson & Co. Ltd., London, S.E.16*

**VITAMIN D3**

**PURE CRYSTALLINE D3**

**FINE CHEMICALS**

*Manufacturers:*

**PEBOC**
**LIMITED**

Sales Office: **629/630 TOWER BUILDING**
**LIVERPOOL 3, ENGLAND**

•

Laboratories: **NORTHOLT, MIDDLESEX**

"*Eesimesh*" **SEAMLESS**
**Nylon net**
**Surgical Stockings**

**FOR SUPPORT AND GLAMOUR**

A new "*Eesiness*" product

- Light and Airy texture of fish-net design
- Completely free from unsightly irritating seams
- A most attractive appearance on the leg, making overstockings entirely unnecessary.

*Available in Above Knee length only, with closed toes in foot sizes:-*
$8\frac{1}{2}''$, $9''$, $9\frac{1}{2}''$, $10''$, $10\frac{1}{2}''$ and $11''$.

**TRADE PRICE 40/- per pair.**

*Special terms to wholesalers.*

**E. SALLIS LTD.**

VERNON WORKS · BASFORD · NOTTINGHAM
Phone: NOTTM. 77981/2 Grams: "EESINESS"

# TANNIC ACID

**AND DERIVATIVES**

**THE BRITISH DYEWOOD COMPANY LIMITED**

19 St. VINCENT PLACE GLASGOW C.1

**W. K. BURNSIDE Pty., LTD., Melbourne, AUSTRALIA**

# AUSTRALIAN EUCALYPTUS OILS

RECTIFIED B.P. 70/75% and 80/85%
EUCALYPTOL B.P.

PRODUCED NATURALLY WITHOUT FRACTIONATION
CONSEQUENTLY
**KEEP FRESH LONGER**

*Agents for U.K.:* **WILSON & MANSFIELD, LTD., 15 Philpot Lane, LONDON, E.C.3**

*Phone: MANSION HOUSE 9264-5-6* **(WHOLESALE ONLY)** *Grams: WYFIELD, LONDON*

# *Read at a glance... SOLD at a glance*

## THE NEW "MAYFAIR" PERSONAL WEIGHER No. 206

The increasing interest in dieting for health and beauty is making more and more people weight-conscious. All of these people need an efficient, yet economically priced weighing machine for use in their own homes. We are spending thousands of pounds in advertising our re-styled Mayfair machine to the public. The Mayfair is now available in many attractive colours—white, powder blue, april pink, spring green, or pale primrose. It's read at a glance, and SOLD at a glance. Stock and sell the new Mayfair—now.




RETAIL PRICE ONLY **76/8** Inc. P.T

**SALTER**

**NATIONALLY ADVERTISED IN** leading women's magazines

*Geo. Salter & Co. Ltd., West Bromwich*

H-W.45

# Time to be hot on the trail of winter business with

**Ingram's**



# Hot water bottles

Winter is not so far away. So it's time you made sure you have a complete range of Ingram's Hot Water Bottles — ready for the demand that is bound to come. All these Moulded and Hand Made Hot Water Bottles carry " Ingram's " full guarantee.



**Sleepeezee Perfex**



**Restwell**



**Restwell Junior**



**Ingram's** *Guaranteed* **Fluted**



**Perfex**



**Hugmitite**



**Shell**



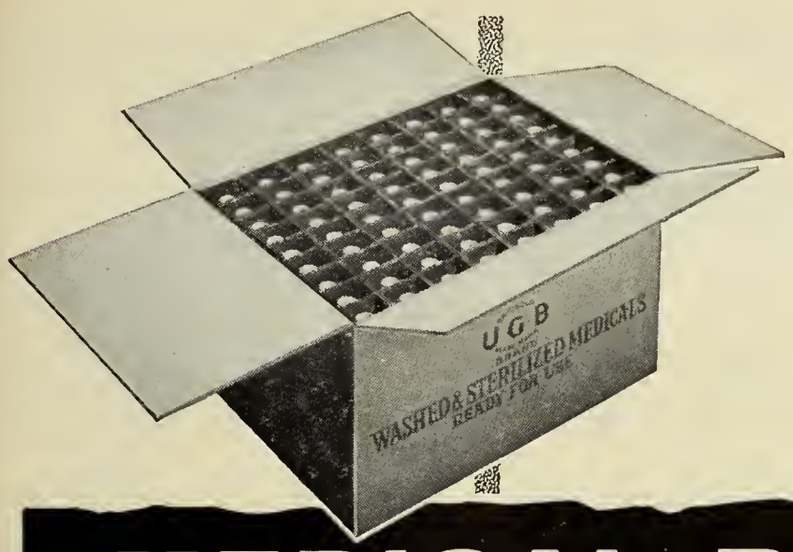
**Hand made Atalanta**



**Hand made** *Reinforced* **Fabric**

*From your wholesaler. In case of difficulty write to:*

J. G. INGRAM & SON LTD., HACKNEY WICK, LONDON, E.9




# WASHED and STERILISED SERVICE for

# MEDICAL BOTTLES

## READY FOR IMMEDIATE USE

Washed and sterilised in accordance with approved medical practice, these White Flint Bottles are available from stock ready for use in non-returnable divisioned cartons. The service covers 1-oz. to 20-oz. capacities in the three types illustrated.

| | |
|---|---|
| **BOW PANELS** | External Screw Thread, plain, fitted White Korkalite Caps. |
| **MEDICAL FLATS** | External Screw Thread, plain, fitted White Enamelled Aluminium Caps or White Korkalite Caps. |
| **MEDICAL FLATS** Cork Mouth* plain | protected with metal foil to ensure clean and sterile interiors suitable for all medicines. |

*Also available graduated in tablespoons in size 6-oz. to 16-oz. only.

U.G.B. has given this unexcelled service for more than 30 years and represents a substantial time-saver for busy Chemists, Hospitals, etc. U.G.B. will be pleased to give advice on any bottle problems you may have.

UGB
USE GOOD BOTTLES



## UNITED GLASS BOTTLE MANUFACTURERS LTD

8 LEICESTER STREET · LONDON · WC2

Phone: Gerrard 8611 (23 lines) Grams: Unglaboman · Lesquare · London

# „Knoll" Fine Chemicals

enjoy world-wide reputation

**Barbonin®**
(6,7-diaethoxy-1-[3,4-diaethoxy-benzyl]-isochinoline)

**Bromoisovalerylurea** (Bromvaletone B.P.C.)

**Caffeine Alkaloid and salts**

**Ephedrine, its salts and derivatives**

**Papaverine and its salts**

**Pentamethylenetetrazol** (Leptazol B.P.)

**Theophylline, its salts and derivatives**

**Theophylline Ethylene Diamine**

„Knoll" Fine Chemicals are distinguished by their purity and meet the requirements of the prominent pharmacopœias.

KNOLL

Marketed by
**Alwitt Trading Co., Ltd.**
1, Broad Street Place
LONDON, E.C.2

**KNOLL A.-G.** · Chemical Works · Ludwigshafen-on-Rhine

# Sales impelling 'Commercials' from every ITA station in Britain for

# LOXENE

## MEDICATED SHAMPOO

## will be seen by millions of people between September & December



**AND THIS INTENSIVE TV PUBLICITY WILL BE BACKED BY BIG SPACE ADS IN THE FOLLOWING:—**

Everyone—yes, everyone—will see, hear and read the Loxene story again and again and again. Results, you can be sure, will be dramatic! You know that Loxene sales are already big—very big. This powerful television and press advertising will send sales still higher.

| | |
|---|---|
| DAILY EXPRESS | DAILY MIRROR |
| DAILY HERALD | DAILY MAIL |
| DAILY SKETCH | NEWS CHRONICLE |
| SUNDAY EXPRESS | WOMAN'S WEEKLY |
| TV TIMES | WOMAN |
| WOMAN'S OWN | WOMAN'S MIRROR |
| HOME NOTES | BELFAST TELEGRAPH |

GLASGOW SUNDAY POST, etc, etc.

F. W. HAMPSHIRE & CO. LTD • SUNNYDALE • DERBY

Urgent orders phone Derby 22202 (3 lines)

# Display Maw's Anticolic TEATS






and sales GROW




and GROW




and GROW

and so do your profits

Keep this strikingly attractive display box well in the public eye, but not in direct sunlight.

Retailing at 8d. each from chemists only.

S. MAW SON AND SONS LIMITED, BARNET, ENGLAND

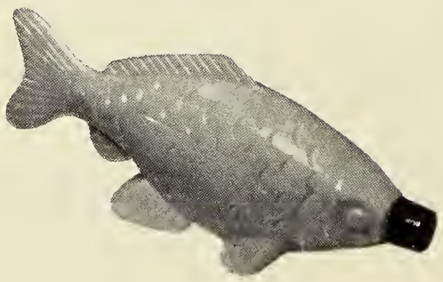




# CHANDAU



'presents' your novelty Christmas lines



These Novelty
**BUBBLE BATH**
packs are now available!
Each container holds sufficient for 3 luxurious baths.

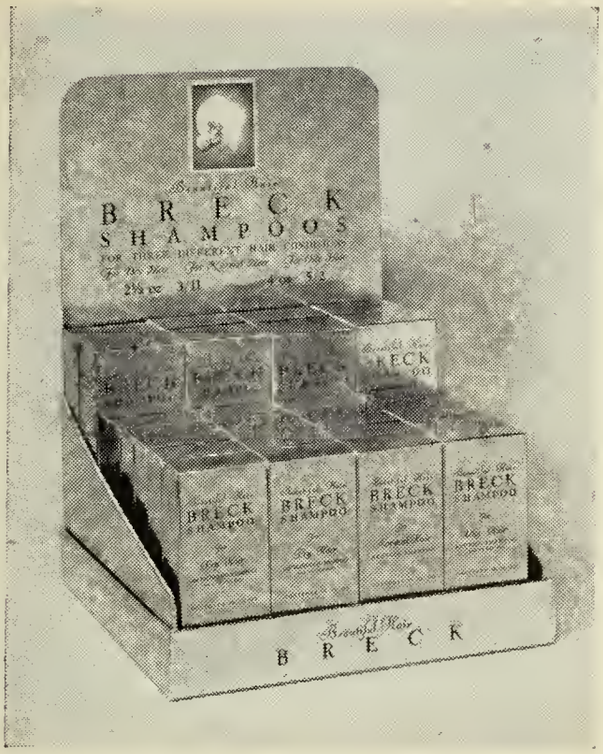
**Cost Price 13/4 per doz. plus 30% P. Tax**

**Retail Price 2/- each**

These lines show the usual generous Chandau margin.

Order Direct From:

T. L. BENTON & CO., LTD.
186 SEVEN SISTERS ROAD, LONDON, N.7 Tel: ARChway 2674




*Beautiful Hair*

# BRECK

## BEAUTIFUL HAIR BRECK SHAMPOOS

The HOUSE OF SPENCER proudly announces that they have been appointed SOLE DISTRIBUTORS IN THE UNITED KINGDOM of the above mentioned products which are made by the World's Largest Manufacturers of Liquid Shampoos.

Breck Shampoos are packed in units of 3 dozen (2½ ozs.), 2 dozen (4 oz.), 1 dozen (8 ozs.)

*To introduce them to the British Market, the House of Spencer will do two things:*

**1** They will *continuously* back the Retail Trade by Full-Page and Half-Page Advertisements in the following big circulation media: Tatler, Woman's Journal, Queen, Vogue, Harper's Bazaar, Woman & Beauty, Modern Woman, Everywoman, Vanity Fair, a.o.

**2** They are making the *Retail Trade* an attractive

### BONUS OFFER:

A package of 20–2½ oz. and 8–4 oz. Bottles is yours for £3/3/4 instead of £3/9/2, two 4 oz. Bottles are given free.

The 2½ oz. Bottles will cost 27/6 doz. and retail at 3/11 each. The 4 oz. Bottles will cost 35/- doz. and retail at 5/2 each. Purchase Tax of 30% is additional to the above wholesale prices.

**16 oz. (=1 U.S. Pint) 9/-, 128 oz. (=1 U.S. gallon) 49/6.**

*There are Three Breck Shampoos—one for each of the different hair conditions: The Breck Shampoo for Dry Hair is very mild and emollient and removes only a minimum of oil from hair and scalp. Breck Shampoo for the Oily Hair cleans thoroughly without leaving the hair dry. Breck Shampoos do not cause excessive defatting and are mild and gentle to hair and scalp.*

## GEORGE SPENCER & SON LTD

*Sole Distributors of* BEAUTIFUL HAIR BRECK *Shampoos in U.K.*

Kynance Place, Gloucester Road, London, S.W.7

The CHEMIST AND DRUGGIST

CLASSIFIED ADVERTISEMENTS

*Telephone: CENtral 6565*

Specially spaced Advertisements, including:—Public and Legal Notices, Sale by Auction, Appointments, Contract Work, Patents, Partnerships, 18/- per ¼ inch minimum and pro rata. Box 2/-. Clearances and Wants, Businesses for Disposal and Wanted, Premises, Agents Wanted, Agencies Wanted, Miscellaneous, 17/6 for 36 words minimum; then 4d. per word. Box 2/-. Situations Vacant, 12/- for 36 words minimum, then 4d. per word. Box 2/-. Situations Wanted, 3/- for 18 words minimum: then 2d. per word. Box 1/-.

*Address Box Number Replies to:* THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2

**ORRIDGE & COMPANY**

**184 STRAND, W.C.2**
*Tel:* TEMple Bar 9212/3 & 6340

*CHEMIST BUSINESS TRANSFER AGENTS AND VALUERS WHOLESALE AND RETAIL*

*BRANCHES:* BIRMINGHAM · SOUTHAMPTON · LIVERPOOL · SHEFFIELD · CARDIFF

## BUSINESSES FOR DISPOSAL

**ATTRACTIVE** business in pleasant residential suburb of prosperous Midland city. Established 25 years. Extensive new building developments but no prospect of opposition. T.O. £7,500 increasing; 25% N.H.S. Sale to include freehold with living accommodation. Would accept nominal (20%) deposit. Balance over extended period. Box C 1749.

**OLD-ESTABLISHED** pharmacy in Central Wales Spa for immediate sale. Scope for development. Audited accounts. Pleasant living accommodation with four bedrooms. Apply Campbell & Edwards, Auctioneers, Llandrindod Wells (Tel.: 2245/6). C 1777

## APPOINTMENTS

### BARNET GENERAL HOSPITAL, WELLHOUSE LANE, BARNET, HERTS (461 beds)

**Assistant-in-Dispensing**

required. Whitley salary scale, with London Weighting; new well-equipped department. Hospital convenient to Northern Line (High Barnet) Station. Apply to Hospital Secretary, with details of experience and qualifications, and names of two referees. C 429

### BECKENHAM HOSPITAL, CROYDON ROAD, BECKENHAM, KENT

**Locum Pharmacist**

required for one week from October 27. Apply, Administrative Officer. C 8471

### BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

**Locum Pharmacist**

Salary up to 16 guineas a week. Apply to Hospital Secretary. Tel.: ADV. 3413. C 397

### BRISTOL MENTAL HOSPITAL MANAGEMENT COMMITTEE

**Assistant-in-Dispensing**

(preferably with Apothecaries' Hall certificate) required within the Group, but mainly at Fishponds Hospital. Salary £170-£490 per annum according to age, with additional allowance of £20 per annum for the certificate. New entrants age 22 and over enter at £375 per annum. The post is superannuable. Board residence if required. Applications stating age, education and experience together with the names and addresses of two referees should be sent to the Group Secretary, Bristol Mental Hospital, Fishponds, Bristol. C 8465

### BROOKWOOD HOSPITAL, KNAPHILL, WOKING

**Assistant-in-Dispensing**

Applications are invited for the above post. The successful candidate will be required to work under the supervision of the Chief Pharmacist, who is responsible for the preparation and issue of drugs and dressings for about 1,750 patients.

Salary scale £170 p.a. at age 16 years rising to £375 at age 22 years or over rising to a maximum of £490 p.a. (plus £20 p.a. for an approved qualification).

Professional and Technical Council B of Whitley Council conditions apply to the appointment which is subject to the provision of the National Health Service Superannuation Regulations.

The successful candidate will be required to pass a medical examination.

Accommodation available for female candidate for which a charge of £2 8s. per week will be made.

Applications giving particulars of age, experience and qualifications, together with names of two referees to the Physician Superintendent, as soon as possible. C 417

### CANTERBURY GROUP HOSPITAL MANAGEMENT COMMITTEE

**Locum Pharmacist**

required for service in the Group Pharmaceutical Department situated at the Kent and Canterbury Hospital. Salary by arrangement and according to experience. Enquiries to Group Pharmacist (telephone: Canterbury 2291). Applications to Group Secretary, Central Office, Nunnery Fields Hospital, Canterbury. C 8432

### CHINGFORD HOSPITAL, E.4, and THORPE COOMBE MATERNITY HOSPITAL, WALTHAMSTOW, E.17

**Assistant-in-Dispensing**

required. Whitley Council terms and conditions. Applications with copies of two recent testimonials to Secretary, Forest Group H.M.C., Langthorne Road, E.11. C 8428

### HAREFIELD HOSPITAL, HAREFIELD, MIDDLESEX

**Assistant-in-Dispensing**

required. Salary and conditions of service in accordance with Whitley Council recommendations plus London Weighting and with additional £20 p.a. if holding approved qualification. Applications, giving age, qualifications and experience, together with two testimonials to Group Secretary, Harefield & Northwood Group H.M.C., Mount Vernon Hospital, Northwood, Middlesex, by October 17, 1958. C 8446

### GENERAL HOSPITAL, MARGATE

**Locum Pharmacist**

required. Applications, stating age, qualifications and experience, with names of two referees, to the Hospital Secretary. C 414

### KING EDWARD VII HOSPITAL, WINDSOR (Category III Hospital)

**Pharmacist**

required immediately. Whitley salary. Applications with details of service and names of three referees to Secretary. C 8440

### LAMBETH HOSPITAL, BROOK DRIVE, S.E.11

**Assistant-in-Dispensing**

required. Whitley Council rates of pay and conditions. Applications in writing, giving names of two referees to the Secretary. C 390

### NORTH-WEST DURHAM HOSPITAL MANAGEMENT COMMITTEE, SHOTLEY BRIDGE GENERAL HOSPITAL, SHOTLEY BRIDGE, CONSETT, Co. DURHAM

**Pharmacist**

Applications are invited from registered pharmacists for the above appointment. Department equipped with facilities for manufacturing and sterile work. Salary £580 by annual increments to £785. Whitley Council conditions.

Applications, giving details of age, qualifications and experience together with names of two referees, to the Group Secretary, Shotley Bridge General Hospital, Shotley Bridge, Co. Durham, immediately. C 8443

### NOTTINGHAM No. 1 HOSPITAL MANAGEMENT COMMITTEE, NOTTINGHAM EYE HOSPITAL

**Chief Pharmacist (Category II)**

Applications are invited for the appointment of Chief Pharmacist (non-resident) at the above Hospital

Salary and conditions of service in accordance with Whitley Council Regulations.

Applications giving full particulars together with the names of three referees to be sent as soon as possible to the Group Secretary, General Hospital, Nottingham. C 408

### NORTH STAFFORDSHIRE ROYAL INFIRMARY

**Deputy Chief Pharmacist**

A vacancy exists for the above. Salary within scale £675 to £910 p.a.

Applications with names of two referees to the Hospital Secretary, Royal Infirmary, Stoke-on-Trent, as soon as possible. C 8475

**ERNEST J. GEORGE & CO.**

329 HIGH HOLBORN, LONDON, W.C.1. Telephone: HOLBORN 7406/7

*Professional Valuers to the Pharmaceutical Trade.—Wholesale, Retail and Hospital Stocks. Branches throughout England and Scotland.*

*Appointments—Continued*

## METROPOLITAN HOSPITAL, KINGSLAND ROAD, LONDON, E.8

**Senior Pharmacist**

for modern department. Permanent post vacant due to retirement. Salary £680 to £870 p.a. plus appropriate higher qualification allowance. Apply with details of age, training and experience to the Hospital Secretary. C 398

## NIGERIA NORTHERN REGION MINISTRY OF HEALTH

**Senior Pharmacist (Male)**

required by above for tour of 12–24 months in first instance (a) with prospect of pensionable employment, (b) with membership of Overseas Superannuation Scheme, or (c) on temporary terms. Commencing salary according to experience in scale (including inducement addition) £1,458 rising to £1,680 a year for terms (a) or (b) and £1,608 rising to £1,824 a year, plus gratuity at rate £150 a year, for terms (c). Clothing allowance (terms (c) only) £45. Free passages for officer and wife. Assistance towards children's passages and maintenance grant up to £288 annually. Liberal leave on full salary. Candidates must be M.P.S. or F.P.S. and have considerable experience of wholesale drugs and surgical equipment at executive level, or as supplies officer in U.K. Health Service. Previous overseas experience an advantage. N.H.S. Superannuation Scheme rights may be preserved in approved cases. Write to the Crown Agents, 4 Millbank, London, S.W.1. State age, name in block letters, full qualifications and experience and quote M3C/44734/CD. C 8476

## NORTH LIVERPOOL HOSPITAL MANAGEMENT COMMITTEE

**Senior Pharmacist**

Applications invited for the above post. Please apply to Secretary, Walton Hospital, Liverpool, 9. C 8459

## NOTTINGHAM No. 1 HOSPITAL MANAGEMENT COMMITTEE, STERILE PRODUCTS UNIT, GENERAL HOSPITAL, NOTTINGHAM

**Senior Pharmacist**

Applications are invited for the appointment of Senior Pharmacist to take charge of, and develop, the new Sterile Products Unit, to be completed during the next six months, at the General Hospital, Nottingham.

Detailed information may be obtained from the Chief Pharmacist.

Applications stating age, qualifications and experience, particularly in the preparation of sterile products, to be sent to the Group Secretary, General Hospital, Nottingham. C 426

## ROYAL FREE HOSPITAL GROUP, ELIZABETH GARRETT ANDERSON HOSPITAL

**Chief Pharmacist (Category III)**

Applications are invited from women pharmacists for the post of Chief Pharmacist at the above hospital. Salary in accordance with Whitley Council scale. Applications together with the names of two referees, should be addressed to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1. C 8422

## ST. OLAVE'S HOSPITAL, LOWER ROAD, ROTHERHITHE, S.E.16

Applications are invited for the following appointment at the above hospital:

**Senior Pharmacist**

Salary £650-£830 p.a., plus London Weighting. Applications for this position, stating age, qualifications and experience, and giving the names of two referees, to the Hospital Secretary. C 8460

## WAR MEMORIAL HOSPITAL, WREXHAM, NORTH WALES (230 beds)

**Senior Pharmacist**

Applications are invited for the appointment of Senior Pharmacist at the above hospital. Salary scale £650 x £30 (6) to £830 per annum. Additional £25 per annum if holding higher qualification.

Applications giving full details of experience and names of two referees to be sent to the Group Secretary, Maelor General Hospital, Wrexham. C 8470

## SPRINGFIELD HOSPITAL, TOOTING, LONDON, S.W.17

**Assistant-in-Dispensing**

required. Salary scale £395 p.a. at age 22 or over rising to a maximum of £520 p.a. (plus £20 p.a. for approved qualification). Applications giving particulars of age, experience, qualifications and names of two referees to Group Secretary as soon as possible. C 8445

## ST. LEONARD'S HOSPITAL, NUTTALL STREET, LONDON, N.1

**Senior Pharmacist**

Permanent post in modern department. Salary £650 to £830, plus appropriate London Weighting and higher qualification allowance. Apply with details of age, training and experience to Hospital Secretary. C 400

# EDUCATIONAL

LONDON COLLEGE OF PHARMACY AND CHEMISTRY FOR WOMEN
7 Westbourne Park Road, W.2
Established 1892

The only College in S.E. England teaching exclusively for the Assistants-in-Dispensing Examination of the Society of Apothecaries. Enrolling now for six months' full-time or 2-year part-time courses for Student Dispensers under 1956 Regulations. 83.3 per cent. Examination successes in 1957. C 404

# SITUATIONS VACANT

## RETAIL HOME

**ARNOLD M. GEE, LIMITED,** require the services of a Pharmacist for relief duty for branches throughout South London. Applicants should not mind taking control of diverse types of businesses, have undeniable references, and be able to handle staff. Excellent experience. Please give all details of age, previous experience, etc., to Managing Director, Arnold M. Gee, Ltd., 12 High Street, Colliers Wood, London, S.W.19. C 1776

**BANSTEAD.** Lady assistant required for counter and general duties. Skidmore, 30 High Street, Banstead, Surrey. Burgh Heath 720. (Evenings or Sundays, Burgh Heath 2024.) C 1763

**BANSTEAD, SURREY.** Lady assistant required for senior position for cosmetic and general counter and display. Arden and other agencies held. Modern shop. Multiple training and knowledge photographics an advantage. Junior assistant, lady, also required. Skidmore, 30 High Street, Banstead. Phone: Burgh Heath 720 (evenings or Sundays, Burgh Heath 2024). C 1751

**BIRMINGHAM CO-OPERATIVE CHEMISTS, LIMITED,** require two qualified male chemists as branch managers. Accommodation available if necessary. Well staffed, modern shops. Excellent conditions. Incentive bonus and pension scheme. Social and sports amenities. Advancement on capabilities. Applications requesting interview and stating salary required to the Superintendent Chemist, 422-24 Coventry Road, Small Heath, Birmingham, 10. C 1768

**LONDON, S.W.** Lady assistant required for counter work in recently modernised pharmacy. Good personality and pleasing counter manner essential. Please give all details of age, previous experience and salary required to Manager, Arnold M. Gee, Ltd., 27 Northeote Road, Battersea, S.W.11. C 1775

**PHARMACIST.** A pharmacist branch manager required for the pharmacy section of a new departmental store in suburban town. Excellent wages and conditions plus emoluments. Applications in writing from either male or female pharmacists giving full details of age, experience and salary required to the Personnel Manager, Co-operative, 110 Fratton Road, Portsmouth. C 8469

**S.E.13.** Vacancy for husband and wife, with free living accommodation. General and dispensing duties required of man. General duties of woman; with ample time off. Long-serving present staff. Joint salary £13. Box C 1781.

**STAMFORD.** Pharmacist required to manage modern shop in a very pleasant area. An attractive, spacious, self-contained flat is available at a reasonable rent. Present salary £975 per annum inclusive. This is a permanent, progressive post and is superannuated. Apply to Peterborough Co-operative Chemists, Ltd., Park Road, Peterborough. C 1778

## WHOLESALE

**ALLIED LABORATORIES, LIMITED**

**Medical Representatives**

Applications are invited for the following territories:—

South-east London
Hampshire

Previous experience in representation work is desirable but consideration given to men with sound pharmaceutical and medical background. Applicants should hold current driving licence and reside on the territory applied for. Remuneration by salary, bonus and expenses. Life assurance and pension scheme in operation and car provided. Apply, in confidence, giving full details, to Sales Manager, Allied Laboratories, Ltd., 140 Park Lane, W.1. C 421

**EVANS MEDICAL SUPPLIES, LTD.,** have a vacancy for a representative to call on chemists in the North-east of England. Car provided. Pension scheme in operation. Apply giving full details of career to the General Manager, Evans Medical Supplies (Northern), Limited, Tower House, Tower Street, Newcastle-on-Tyne, 1. C 8481

**CIBA LABORATORIES LIMITED**

invite applications from Pharmacists (age 25-30) for an appointment in their Production Department. The duties include the supervision of manufacture of ointments, liquids and ampoules including packaging. Previous experience in the production of pharmaceutical products will be an advantage, but is not essential.

The position is permanent and progressive. There is a generous pension scheme, and a five-day week.

Write with full details of education, experience and age to the Works Manager, CIBA Laboratories, Limited, Horsham, Sussex.

C 8464

**GENERAL MANAGER** required by Allied Laboratories, Limited. Applicants should be Members of the Pharmaceutical Society, aged about 45, having at least five years' experience in a similar position. The post is one of considerable scope and interest, and salary will be commensurate with responsibility. The Company has an annual bonus scheme and pension scheme. Written applications, giving full details of experience and career to date, in strict confidence, to Managing Director, Allied Laboratories, Ltd., 140 Park Lane, London, W.1. C 8468

**UNQUALIFIED ASSISTANTS**

A. H. ROBINS CO., LTD., invite applications from Unqualified Assistants having served a recognised apprenticeship, who wish to embark upon a career in medical representation. Men are required in the following areas:

**Liverpool/Manchester;**
**Sheffield/York;**
**Durham/Newcastle;**
**Glasgow/Edinburgh;**
**Birmingham; Belfast.**

Applicants are required to reside on their territory and will have the advantage of receiving a thorough training in medical representation with a new and expanding pharmaceutical company of repute.

The successful candidates will receive a generous salary whilst under training; a company car and normal business expenses.

Replies in strictest confidence should be addressed to: A. H. Robins Co., Ltd., 5 Fenchurch Street, London, E.C.3. C 8478

## CUXSON, GERRARD & CO., LTD., OLDBURY

Require the services of a Representative to cover their interests to Chemists in the following area:

**CARDIGANSHIRE, RADNORSHIRE, PEMBROKESHIRE, CARMARTHENSHIRE, BRECKNOCKSHIRE, GLAMORGANSHIRE, and MONMOUTHSHIRE.**

Superannuation. Car provided. Applicants should reside on the territory. C 8479

## Representative for the West Country

A leading Pharmaceutical Company marketing advertised pharmaceutical and toilet products requires a representative, resident on the territory which comprises Cornwall, Devon, Dorset, Somerset, Gloucester and Wilts, to maintain and develop an established connection in the pharmaceutical field. Remuneration by salary, expenses and bonus. Company car provided. Previous experience as representative not vital, but enthusiasm and a good knowledge of retail pharmacy trading necessary. Full particulars of experience, salary required, and age to Box C 8438.

### *Situations Vacant—Continued*

**PHARMACIST**
**or A.R.I.C.**

required for analytical control of pharmaceutical products. Five-day week, canteen, contributory pension scheme, good remuneration, S.E. London. Reply giving full details of qualifications, experience, age, etc. Box C 1757.

**INTELLIGENT MAN** aged 30-40 required by expanding London pharmaceutical house. Opportunity for a Member of the Pharmaceutical Society interested in a commercial career. Knowledge of Ministry of Health pricing arrangements, exports, and Trade Mark Registrations, desirable. Salary £1,000 per annum, plus annual bonus. Employees participate in attractive Life Assurance and Pension Scheme. Applications giving full details of career to date to Box C 8467.

**LEDERLE LABORATORIES DIVISION CYANAMID OF GREAT BRITAIN LIMITED**

require a

**MEDICAL REPRESENTATIVE**

For the London area. Applicants, age 25-35, should have a pharmaceutical background, and selling experience would be an asset. Remuneration is by salary, with Prize scheme, expenses, company car, Pension scheme.
Fully-detailed applications, which will be acknowledged, should be addressed, in complete confidence, to Personnel Manager, Cyanamid of Great Britain, Ltd., Bush House, London, W.C.2. C 8454

**MANUFACTURERS** of surgical dressings require a number of first-class representatives in the retail division of the Company. This Company has achieved a considerable reputation in respect of the dressings at present being sold direct to the Industrial User and to Hospitals, Local Authorities, etc. It now intends to make these dressings available to the public. This is an excellent opportunity for a good man to join a go-ahead Company marketing products unequalled in this field. Connections with the chemist trade essential. Car owner required. Representatives will be required for the following areas:

**Glasgow**
**Edinburgh**
**Newcastle**
**Manchester**
**Liverpool**
**Birmingham**
**Bristol**
**London**
**Southampton**

Reply with full particulars which will be treated in strict confidence to:

**" Ultraplast,"**
**Messrs. Wallace, Cameron & Co., Ltd.,**
**83 West Regent Street,**
**Glasgow, C.2**

C 8441

**MEDICAL REPRESENTATIVES**

GENATOSAN, LIMITED, a member of the Fison Group, has vacancies for Medical Representatives for territories in London, the Home Counties, East Anglia, N.W. and S.W. England, and Scotland. Applications are welcome from Pharmacists and men with a good pharmaceutical background. Previous experience of this work is an asset but is not absolutely necessary, as a very comprehensive training is given. Each applicant should, however, possess a keen desire to succeed in this special type of selling.
Interested persons who reside in these areas or could move there if appointed should write for further details to the Personnel Officer, Genatosan, Limited, 12 Derby Road, Loughborough, quoting reference No. 47, with a summary of their education and career to date, also a stated preference for territory. This latter information will be treated in strict confidence. C 8447

**MEDICAL REPRESENTATIVES**

As a result of promotion and further expansion, vacancies occur for medical representatives in all parts of the United Kingdom.

The products to be detailed to the medical profession are the pharmaceutical specialities of C. H. Boehringer Sohn, which are marketed in the United Kingdom by Pfizer Ltd.

Applicants should be pharmacists or men with a broad pharmaceutical background. Previous experience of representation whilst advantageous is not essential, since training will be given to all successful applicants.

Applications stating full details of age, career to date and territory preference should be sent in confidence to:—

**Personnel Officer,**
**Pfizer Ltd.,**
**137/139 Sandgate Road,**
**Folkestone, Kent,**

quoting M.N.G. 6713.

C 8455

**REPRESENTATIVE** required for manufacturers of well-known toilet and hair preparations, for the following areas:—
1. Staffordshire, Warwickshire, Worcestershire.
2. Nottinghamshire, Derbyshire, Leicestershire, South Yorkshire.
3. Northumberland, Durham, Westmorland, Cumberland.
4. Manchester, East Lancashire.

Applicants should have connection with Chemists, Department Stores and Wholesale Chemists in area concerned. Write giving full details including age and whether car owner, to Sales Manager, Box C 8472.

**LEWIS & BURROWS, LIMITED**

require a merchandising Director for their chain of retail chemist shops. Full Board status will be given to successful applicant who is required to build up and extend the Company's non-pharmaceutical trade. M.P.S. qualification an advantage, but not essential. Applications in writing to Company Secretary, Mr. J. P. Jeffery, F.C.I.S., Mappin House, Winsley Street, London, W.1. C 1772

**PROCESS WORKER** required for manufacturing chemists N.W. Middlesex, aged 20-35. Apply with usual details to Box C 8463.

**PRODUCTION PHARMACIST**

**PFIZER, LTD.**

require a Pharmacist, preferably under the age of 30, for ampoule and sterile filling operations technical supervision. Preference will be given to persons who already have some experience of this type of work, but essentially applicants must be interested in making a career in Production work.

The company operates a five-day week, and a generous non-contributory Pension and Life Assurance Scheme and pays removal expenses on taking up appointment.

Applications should be made, in writing, to:

**Personnel Officer,**
**Pfizer, Ltd.,**
**137/139 Sandgate Road,**
**Folkestone**

quoting reference F 6715. C 8466

**REPRESENTATIVE,** 25/35, required for established territory, East Glamorgan/Monmouthshire. This is a responsible post and will be remunerated by salary, commission and expenses. Company's car provided. Experience in calling on chemists and/or doctors, and pharmaceutical background essential. Must be prepared to reside in district. Apply with full particulars, Philip Harris, Ltd., 144 Edmund Street, Birmingham. C 8419

**VETERINARY REPRESENTATIVE**

Required by Manufacturing and Wholesale Chemists to call on the qualified Veterinary Profession only in our Northern and Scottish Territory. This is a well-established territory with good prospects of further development. Car and expenses provided with good salary and commission. Previous experience of representation is essential. Apply to Box C 8457.

# SANDOZ
# PRODUCTS LIMITED
## *require additional*
## FIRST-CLASS MEDICAL REPRESENTATIVES

A policy of expansion has resulted in the recent promotion of several of our Medical Representatives and vacancies now exist in various parts of the United Kingdom.

These appointments offer secure, interesting and rewarding careers to men with enthusiasm and integrity. Salary and commission depend initially on age, qualifications and previous experience but are designed subsequently to recognise individual merit, initiative and achievement. Pension fund, accident insurance, and car purchase schemes are in operation, and full expenses are paid.

Candidates should preferably possess a pharmaceutical or equivalent qualification but applicants with a suitable technical background will be considered. The upper age limit is 40 years.

This is an opportunity to join a stable team of representatives and to become a member of a company which markets products deriving from its own original research.

*All enquiries will be regarded as confidential. Application form upon request to:—*

THE MANAGEMENT,
**SANDOZ PRODUCTS LIMITED,**
SANDOZ HOUSE, 23 GT. CASTLE ST.,
LONDON, W.1.

C 8409

## *Situations Vacant—Continued*

**PFIZER LTD.**

**Medical Representatives**

We invite applications from pharmacists or persons with a pharmaceutical or medical background who are interested in a successful and progressive career with this Company to fill the following vacancies:—

Sheffield and District
N.E. England
Stirling and Perth area
North Kent
Berks and Wilts

Comprehensive training is given to successful applicants. A generous starting salary is offered, in addition a bonus scheme is in operation. A car is provided, expenses paid and a non-contributory Pension and Life Assurance Scheme operated.

Full detailed applications, indicating the area(s) interested in, should be made to:—

**Personnel Officer,**
**Pfizer Ltd.,**
**137/139 Sandgate Road, Folkestone,**
quoting reference F. 6711.

C 8449

### WHOLESALE (OVERSEAS)

**CONTINENTAL** representative/demonstrator required by manufacturers of ethical products. Good French and German essential. Applications with full particulars and salary required to Box C 1766.

## AGENTS WANTED

**M.A.A.**—The Badge of a good manufacturers' agent. Manufacturers requiring reputable agents are invited to communicate with the Secretary, The Manufacturers' Agents' Association of Great Britain & Ireland (Inc.), Bream's Buildings, E.C.4. Membership available to established agents only. Particulars supplied. C 4

**AGENTS** having good connection wholesale and retail chemists throughout Great Britain, required to sell quality product of established manufacturer, full support with good commission offered. Firms of repute invited to apply to Box C 8477.

**AGENTS** calling on chemists, stores and drug stores in Sussex/Hampshire area and Northamptonshire/Leicestershire area, for fast-selling nationally advertised line, all existing accounts handed over to the right man. Box C 8480.

## SITUATIONS WANTED
### RETAIL HOME

**CHEMIST, LADY,** L.P.S.I., seeks temporary position, London, West-end area preferred. Free November 3. Hospital, retail experience. Particulars to Box C 1773.

**MANAGERIAL** and/or administrative (indoor preferably) post required by Medical Doctor/M.P.S.I. Aged 41 years. Nine years' experience as owner/manager of non-pharmaceutical business and six months with small wholesale manufacturing chemists. Available end October. Irish territory preferred. Good connections. Any references required. Box C 1780.

### WHOLESALE

**ESTABLISHED REPRESENTATIVE,** London and Home Counties, well connected hospitals and wholesale trade, seeks post sales manager, area supervisor or similar. Good hospital background. Long service. Write Box C 1756.

**REPRESENTATIVE** with approximately 850 live accounts Lancs, Cheshire, North Wales, now available for offers from reputable firms requiring whole-time representation. 18 years' experience with cosmetic and pharmaceutical goods. Commission terms preferred. Box C 1774.

**REPRESENTATIVE,** age 33, married, resident Nottingham, seeks change and advancement. Established connections with chemists both wholesale and retail, in Nottingham, Derby, Leicester, Lincoln, Northants and Norfolk. Reputable firms only. Box C 1767.

### OVERSEAS

**QUALIFIED IRISH CHEMIST** (48) seeks appointment in Australia or Canada. Living accommodation if possible. Hospital pharmacy experience, wholesale and travelling. All replies answered. Box C 1747.

## AGENCIES WANTED

**SALES AGENCY** established over twenty-five years with Stockport, Cheshire, office. Can accept further agency. Box C 1765.

## BUSINESS OPPORTUNITIES

**SILICONE** Rubber Bungs, tubing, sheet, bottle cap liners, washers and mouldings made to specification. Esco (Rubber), Ltd., 34-36 Somerford Grove, London, N.16. C 241

## WANTED

**ALL KINDS OF BOTTLES, JARS, SCREW CAPS,** cartons, packaging materials and manufacturers' stocks of all kinds bought at fair prices for spot cash. We are buyers of merchandise of EVERY DESCRIPTION. Clearance Stocks, Discontinued lines, Surplus and Redundant Stocks. Should you have anything for disposal, please send us samples and particulars. Reliance Trading Co., 75 Fairfax Road, Swiss Cottage, London, N.W.6. Tel.: Kilburn 0581 and 0038. C 153

**BUYER** specialises in disposing of job lots of any lines appertaining to pharmacy. Any quantity considered. Prompt cash settlement. Willing to discuss adaptation of any line which is not quite suitable in its present state. Please send samples and full details to: N. Morris, 218 Walworth Road, S.E.17. Tel. No. ROD. 7261. C 395

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## PATENTS

**NOTICE** is hereby given that MACLEANS LIMITED seeks leave to amend the Complete Specification of Letters Patent No. 749,285 for an invention entitled "Improvements in or relating to the manufacture of tablets." Particulars of the proposed amendments were set forth in the Official Journal (Patents) No. 3,633 dated October 1, 1958.

Any person may give Notice of Opposition to the amendment by leaving Patents Form No. 36 at the Patent Office, 25 Southampton Buildings, London, W.C.2, on or before November 1, 1958.

GORDON GRANT,
Comptroller-General.
C 1779

## TENDERS

**LANCASHIRE COUNTY COUNCIL**

TENDERS are invited for the supply of 11,500 sterilised maternity outfits. Forms of tender and specifications from the County Medical Officer of Health, Room 109, East Cliff County Offices, Preston, to be returned by Saturday, October 25, 1958.

C 8462

## MISCELLANEOUS SALES

**A FEW SETS** recess labelled shop rounds to clear below cost. New, unused bottles in sets of 56 titles. Each set consists of twelve 5-oz.; fourteen 10-oz.; eighteen 20-oz.; and twelve 40-oz. bottles. Price £15 a set. Details on request. Write Box C 8456.

**APPROXIMATELY** 125 gross glass tubes, 15 mm. diameter x 64 mm. long. Complete with aluminium screw caps. Offers. Box C 8461.

**ASPIRIN TABLETS,** gr. 5, B.P. (25's). 50 gross, neatly and well packed in display cartons of 3 doz. 30/- per gross. Sample free. Sucro, 247 Archway Road, London, N.6. C 1769

**GARDNER** hand-mixing machine, 56 lb., hardly used, £30. Sucro, 247 Archway Road, London, N.6. C 1770

**SPRING GAY FASHION JEWELS**
**FREE LIST FROM**
**L. FRANKENBERG, LTD.,**
**37 HOUNDSDITCH,**
**LONDON, E.C.3**
C 269

## MISCELLANEOUS

**ASPIRIN TABLETS,** gr. 5, B.P., in Beatson Clark rectangular bottles, "25's" 42/-, "100's" 96/- per gross delivered. Own name and address on labels if required at no extra cost, any quantity. Tell Products, Ltd., manufacturing chemists, Welbeck Works, London, N.W.10. C 428

**KENNETT PRICING SETS** save time and money. Beautiful white plastic numerals size ⅜ in. or ½ in. high and ⅛ in. thick, interchangeable into any required prices. Simply clip numerals into base-grips of lengths required. Complete sets from 34s. (matching alphabet sets also available). Write for Free Samples, prices, etc. Kennett Price Markers, 55 Eastgate Street, Winchester, Hants. C 409

**IMMEDIATE ADVANCES**
**£50 to £20,000**
**WITHOUT SECURITY**
**REGIONAL TRUST LTD.**
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NEW BOND STREET, LONDON, W.1
Phone: Regent 5983 & 2914
C 353

**SUPPOSITORY EXCIPIENTS "IMHAUSEN"** —in five different grades to suit individual needs —available from Chemicals Trading Company, Ltd., 102 Bishopsgate, London, E.C.2. C 365

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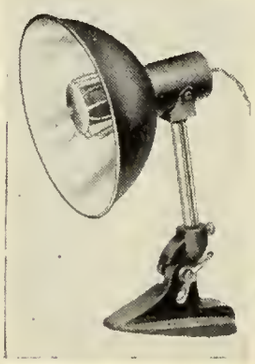
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